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# THE AMERICAN ELEVATOR AND GRAIN TRADE.

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
MITCHELL BROS. COMPANY  
(INCORPORATED) { VOL XXVIII.

CHICAGO, ILLINOIS, JULY 15, 1909.

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in this country than any other make. We are the largest manufacturers of this class of machinery. We have the most complete and up-to-date line of patterns. If you want Belt Conveyors see us.

**STEPHENS-ADAMSON MFG. Co.**

Manufacturers of Conveying and  
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MAIN OFFICE AND WORKS, AURORA, ILL.

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## Grain Elevator Belting

*of special construction*

**Best Made  
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*Get our prices*

The Gutta Percha  
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To those interested in Oats Bleaching—Let us tell you about our

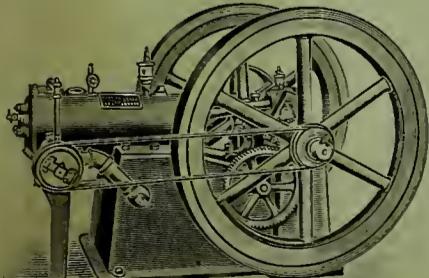
## Peterson Oats Bleacher

We have the most successful and practical system in use.

Those contemplating installing a bleaching or purifying system should write us.

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## Reliable and Cheap



Power is what you get when  
you use a

### Hagan Gas or Gasoline Engine

Sold under a positive guarantee  
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Sizes 2-h. p. to 100-h. p. No  
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## The Engine for the Grain Trade

It is service that everybody wants in a gasoline engine.  
Service is better than cheapness, especially in grain shipping and handling.  
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## Foos Gas Engine Superiority

*Is Proven by a Record of Twenty-One Years*

During the TWENTY-ONE YEARS the Foos factory has grown to be the LARGEST GASOLINE ENGINE FACTORY IN THE WORLD. There's only one explanation.

### FOOS GAS ENGINES MAKE GOOD

If you are about to install a gasoline engine you want service above everything else.

Send for the Foos Catalog No. 39 and read it. It will convince you by the best of reasons that the Foos engine should be your engine.

**FOOS GAS ENGINE COMPANY**  
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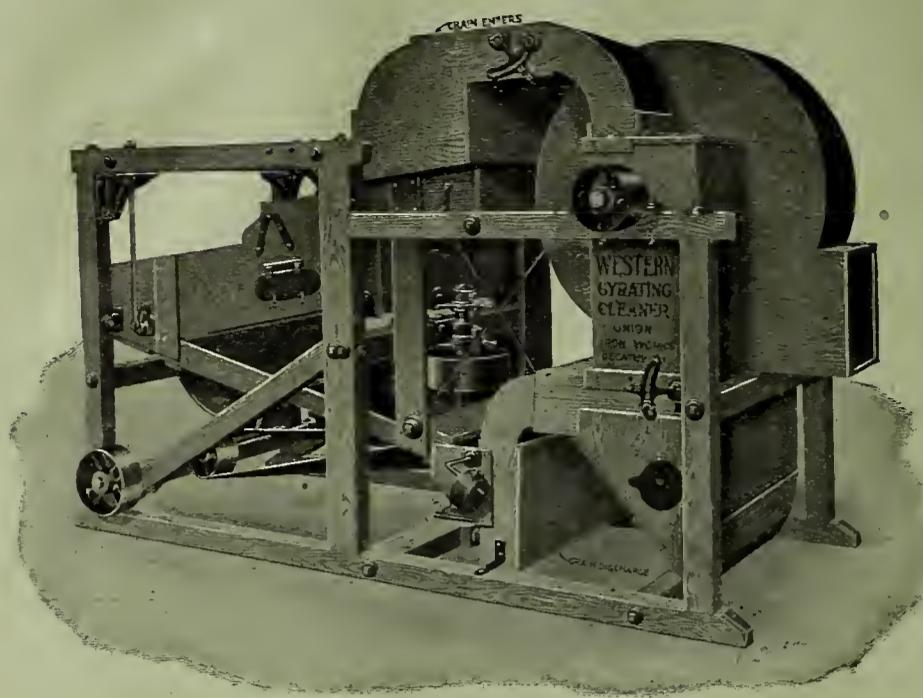


# Now is the Time to Look After Your Machinery

and while you are looking do not overlook the "WESTERN" Line.

WRITE FOR  
OUR NEW  
GENERAL CATALOG  
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EVERYTHING  
NEEDED  
IN A  
FIRST-CLASS  
ELEVATOR



WE BACK  
OUR MACHINERY  
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FORTY YEARS  
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Greater capacity, better separation, better cleaning, better balance (less vibration), better control, greater durability, and last but not least the most convenient and least expensive machine to install.

TERMS: We will ship these machines to any responsible party, anywhere, on 30 days' time with guarantee that the machine must be as represented above every respect. For further information address

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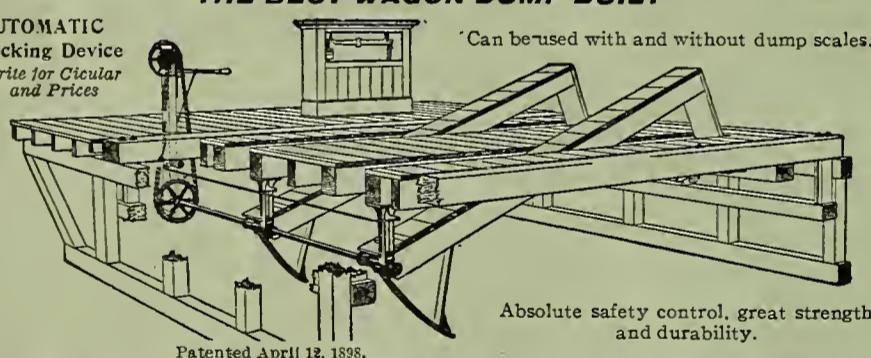
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Complete Stock of Shellers and Cleaners carried at 1221-1223 Union Ave., Kansas City, Mo.

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THE BEST WAGON DUMP BUILT

AUTOMATIC  
Locking Device  
Write for Circular  
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Can be used with and without dump scales.

Absolute safety control, great strength  
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FLOUR AND FEED MILL MACHINERY

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WE MAKE Hand and  
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Horse Powers, Feed Grinders,  
Portable Elevators  
and Wagon Dumps, Pump-  
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Machinery and Supplies.

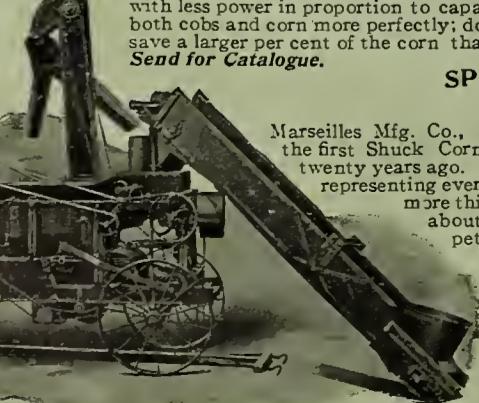
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Sizes,  
Both Stationary and Port-  
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MARSEILLES MANUFACTURING COMPANY, Marseilles, Ill.

POSITIVELY GUARANTEED to shell either shucked or unshucked corn faster, with less power in proportion to capacity; take the corn off the cobs cleaner; clean both cobs and corn more perfectly; do less crushing or grinding of corn or cobs and save a larger per cent of the corn than any other cylinder sheller on the market. Send for Catalogue.

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"PERFECTION"  
SEED SCOURER  
AND CLEANER

A Money Maker  
Something New

Sidney Elevator  
& Mfg. Co.  
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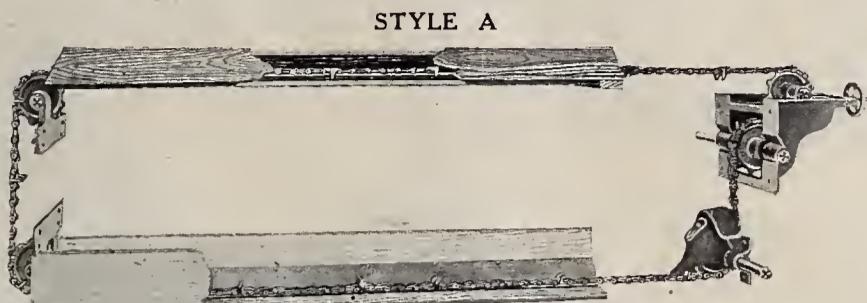
Want ads. in this paper bring results.  
Rates on application.

# Chain Drag Feeders

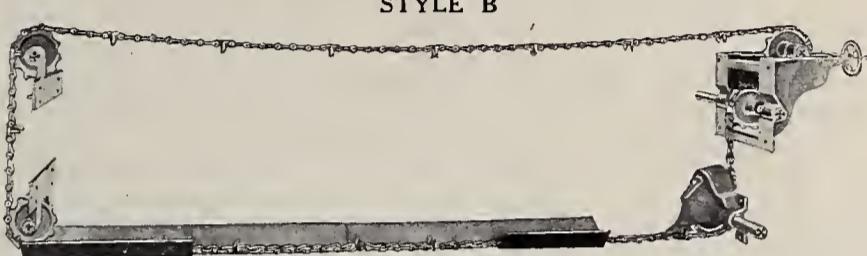
The most satisfactory way of conveying all kinds of grain and using our Cast Iron Bottom, made to fit the chain, the drag can be used for all kinds of grain without mixing, as the chain cleans bottom of drag thoroughly.

These drags only require four upright timbers to support Sprockets, Rake Off and Head Tightener.

The Rake Off being adjustable to any incline of the chain, the timbers to support same are always perpendicular.



Chain Drag Feeders for Conveying all kinds of Grain from Dumps or Cribs to Sheller or Elevators.

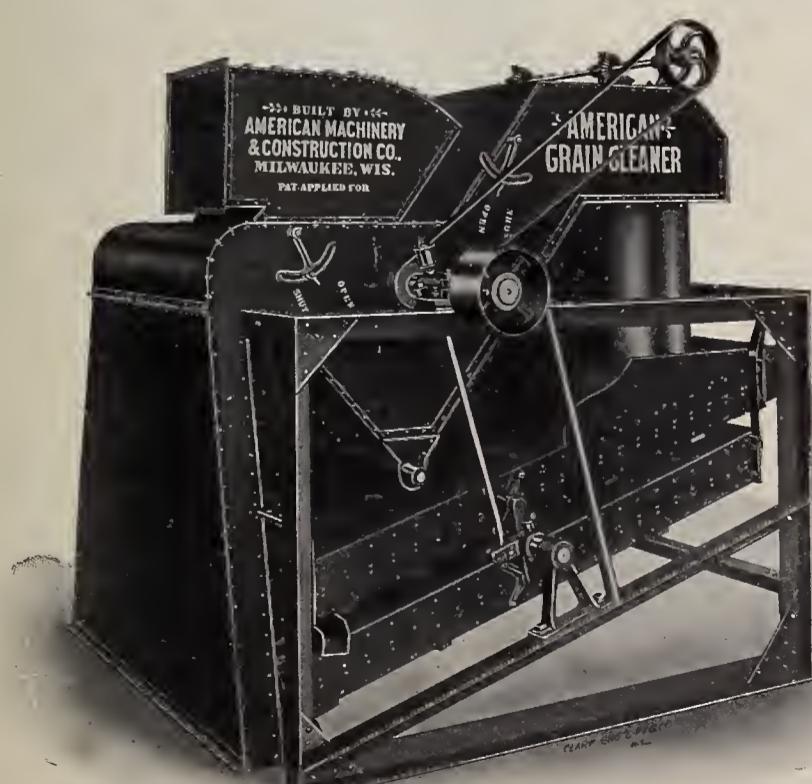


Send for our Catalogue and Prices.

For the Convenience of our patrons we carry a complete stock of Drags, Shellers, Cleaners, Manlifts, Dumps, Etc.

**The Philip Smith Mfg. Co., Sidney, Ohio**

## Distinctive and Special Features of the American Grain Cleaner



The only adequate system for perfect Pneumatic Cleaning. Separates all chaff and other light impurities from the grain before it reaches the sieves.

Cleans more thoroughly and has a larger capacity than any other machine of equal size.

Requires only half as much power as any other separator of equal size and capacity.

Has double compensating shakers and is so absolutely perfect in counterbalance that positively no bracing of any kind is required.

Has interchangeable perforated steel sieves and each of the two shakers is fitted with a very large main screen and an equally large seed screen.

Spring steel wire Automatic Traveling Brushes which are strong and simple in operation are furnished with the machine when so ordered.

This cleaner is wonderfully simple in construction and operation, and only the very best of materials and expert workmanship enter into its manufacture.

It is the cheapest to install, operate and maintain, and is a source of continual satisfaction to the user.

Built in combination wood and steel, and in all steel construction.

Full particulars and prices sent on request.

**American Machinery & Construction Co.**  
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**"EUREKA"**



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remove any desired percentage of moisture from the grain, conditioning it for shipping or storage with perfect safety.

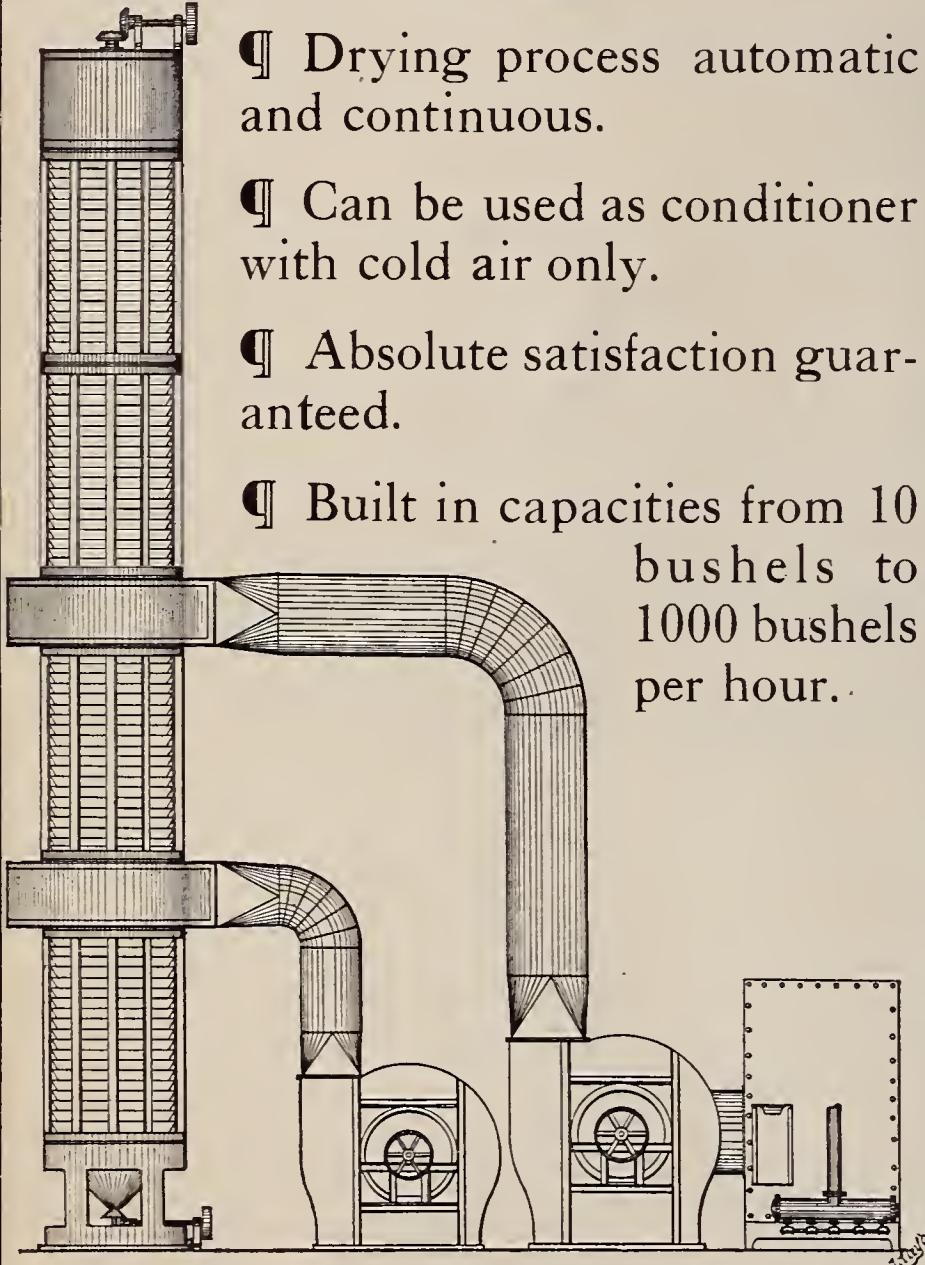
¶ Every kernel is uniformly conditioned without checking.

¶ Drying process automatic and continuous.

¶ Can be used as conditioner with cold air only.

¶ Absolute satisfaction guaranteed.

¶ Built in capacities from 10 bushels to 1000 bushels per hour.



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SOLE MANUFACTURERS

**THE S. HOWES COMPANY**

Originators of the Highest Grade Grain Cleaning Machinery  
"EUREKA WORKS" = SILVER CREEK, N. Y.



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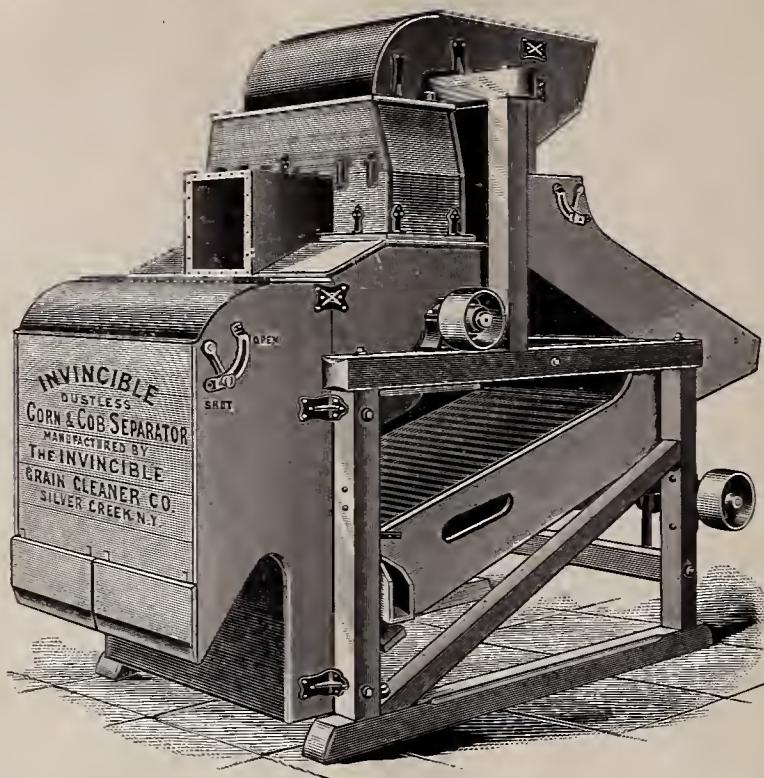
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J. Q. Smythe, 1513 Fletcher Av., Indianapolis, Ind.  
E. R. Watson, 223 E. Kentucky St., Louisville, Ky.  
Wm. Watson, Green's Hotel, Philadelphia, Pa.  
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## CLEAN YOUR CORN

This Separator takes out cobs, silks and all foreign matter and gives a high grade of corn.

It is the most popular corn and cob separator on the market, the result of its extremely nice work. Order now.



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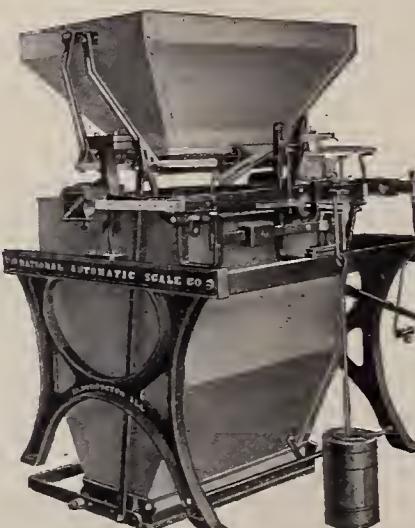
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is the Automatic Scale you have been looking for. A scale that will cause you no worry and one that you can **swear by**. A scale that will **accurately** weigh your grain while you do something else.

¶ TO OPERATE: Turn on the grain and "let 'er go." It is a scale and should be balanced occasionally. Your grain may not be in No. 1 condition and you may elevate very irregular, but you can't fool the NATIONAL.

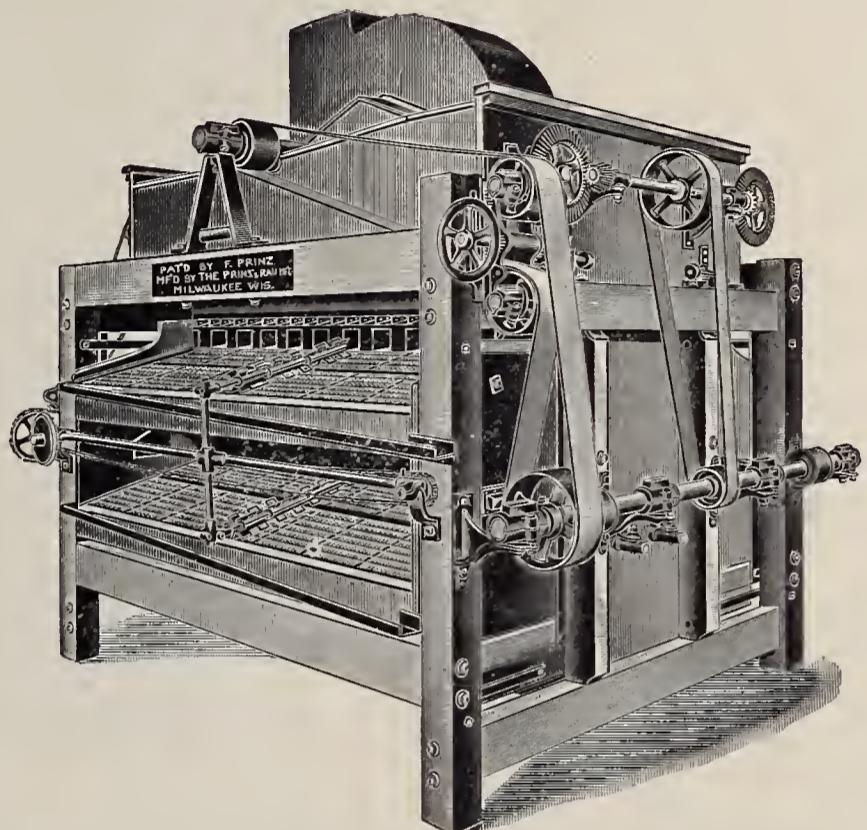
¶ The simplicity of the NATIONAL, together with our long experience in the manufacture of automatic scales, enables us to offer this high-class machine at a surprisingly low figure. It is sold on approval.

ADDRESS

**THE NATIONAL**  
**AUTOMATIC SCALE COMPANY**  
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# PRINZ AUTOMATIC SEPARATORS

## Clean Grain Perfectly Without Waste



Grain men appreciate the many exclusive features of these machines. In addition to being the most compact separators built, occupying minimum floor space per bushel capacity, they make perfect screen and air separations. The **Sheet Steel Screens** retain their shape under the hardest kind of service, and with the seed screens at the head of each sieve and the **Perfect Automatic Traveling Sieve Cleaners** the sieve separations are unequalled.

An **Automatic Feeder** spreads the grain the full width of sieve and a large fan insures Perfect Ventilation.

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# Elevator Screw Conveyors Buckets

**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

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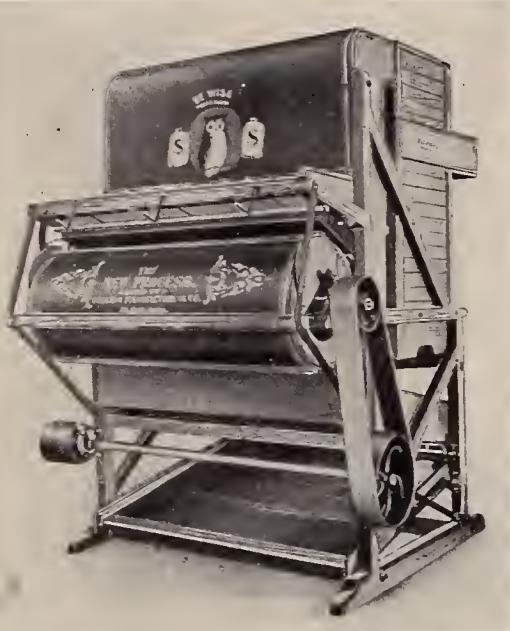
Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

*HELICOID COSTS NO MORE THAN OTHER CONVEYORS*

**H. W. Caldwell & Son Co.**

CHICAGO, Western Ave., 17th-18th St.  
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The New Process Dustless Elevator and Warehouse Cleaner

## FOSSTON MANUFACTURING CO. ST. PAUL, MINNESOTA

Builders of ELEVATOR and MILL SEPARATOR MACHINERY

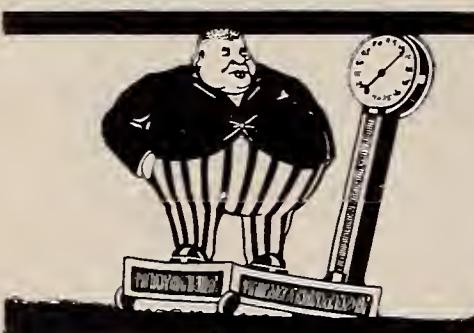
### Our New Process Cleaner and Separator

is a thorough, complete and successful machine, built for practical use and to meet the conditions as they are found today.

It embodies new and exclusive features found on no other cleaner in the market, the most important of which are fully covered by our patents.

Our machines are specially adapted for separating wheat, oats and different kinds of mixed grain. Write for Special Catalogue.

NOT  
ON THE  
LEVEL



When a hopper or other multiple lever scale is not on the level, the weighings vary and are unreliable. Moral—Don't use a hopper or such scale since the elevator will always settle and the scale will be off.

The Richardson Automatic Scale is an equal beam machine, and finds its own level.

Simplest, most accurate and durable on earth. The ONLY SCALE THAT WILL WEIGH UNCLEANED CORN WITH COBS WITHOUT RISK OF GRAIN RUNNING THROUGH UNWEIGHED.

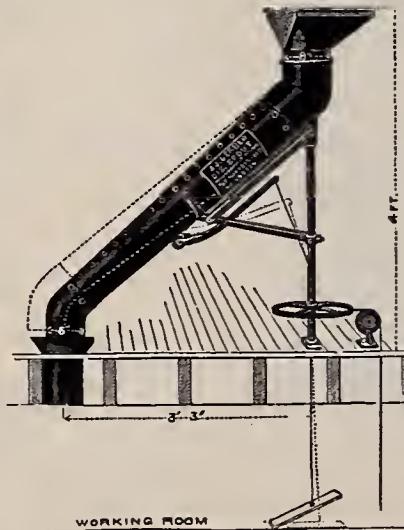
Prompt shipments and satisfaction guaranteed by firm that is "ON THE LEVEL."

**RICHARDSON SCALE COMPANY**

2 Park Row, New York

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**Good Spouts** Reasonable Prices

That is what you get when you buy the

**Gerber Improved No. 2  
Distributing Spout**

Will prevent mixing of grain. Can be operated from working floor. I make a specialty of elevator and mill spouting. For particulars write

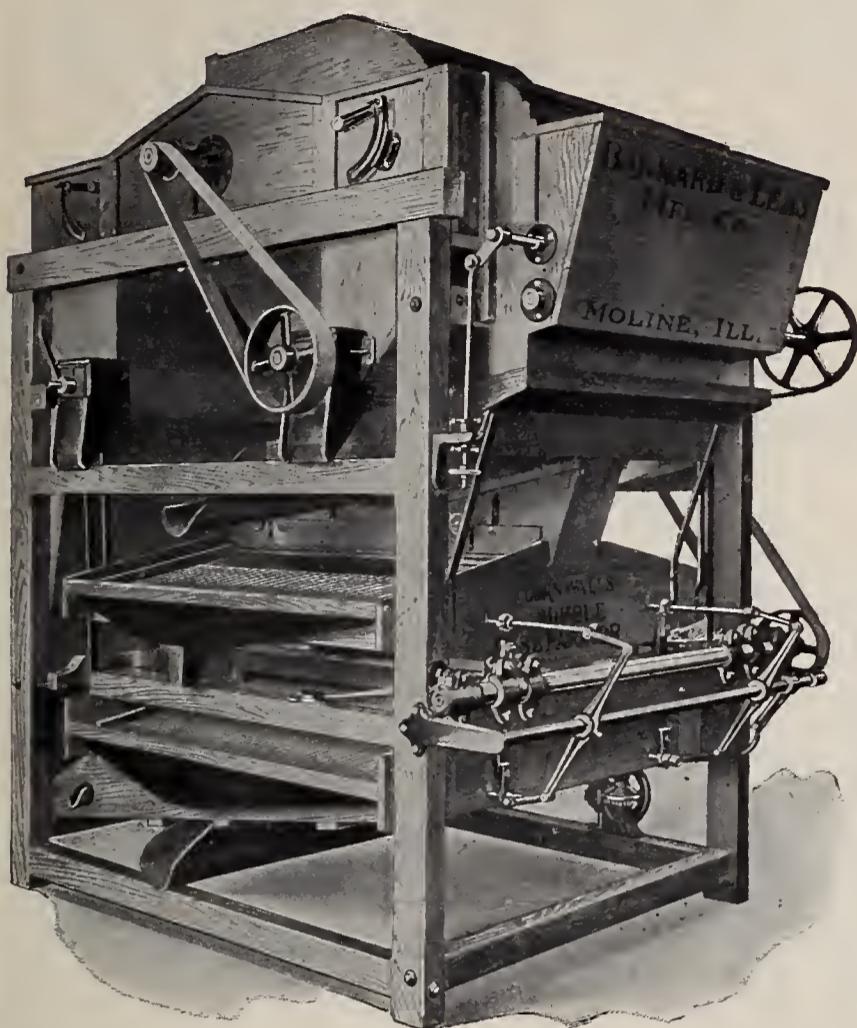
**J. J. Gerber, MINNEAPOLIS  
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## Elwood's Grain Tables

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN or BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price

**\$1.25**  
Mitchell Bros. Co., 315 Dearborn Street, Chicago, Ill.

# CORNWALL'S DOUBLE SEPARATOR



- ¶ Buy the **best, guaranteed** Elevator, Warehouse and Milling Separator on the market. Cleans any and all classes of grain or seeds.
- ¶ Has two shaking motions, assuring **large capacity and fine cleaning**. Sieves with motion in line of travel of grain for removing straws and coarse material. Sieves on which grain travels across line of motion for close separations.
- ¶ Removes sand and seeds at head of sieves.
- ¶ Sieve cleaners **clean every inch** of sieve several times a minute. They work under the sieves and lift out everything caught in holes.
- ¶ Air and sieve separations under complete control **always**. All sieves in plain sight and easily removed and adjusted.
- ¶ Larger capacity. Better cleaning. Less power. No attention. Meets all requirements.
- ¶ Get our prices on **Complete Machinery Equipments for Grain Elevators, Malt Houses, Cereal, Corn, Feed, Flour and Cement Mills**.
- ¶ **Grain Dryers** of all capacities, made to do the work right with least power and under guarantee.
- ¶ Write us to-day when you will be in the market and what you need.

**Barnard & Leas Mfg. Company**

MOLINE, ILL.

GEO. J. NOTH, Special Sales Agent  
Phone Harrison 5597 1330 Monadnock Block, Chicago, Ill.

## CONSTANT MACHINERY

*IS WHAT YOU WANT*

### THE SAFETY MAN LIFT

has roller bearings, which makes it easily operated. The improved brakes and safety catch prevent accidents. The adjustable counterweights and springs make it all that could be desired. Buy ours; it pays.

### THE B. S. C. CHAIN FEEDER AND DRAG

for feeding elevator boots and shellers, any capacity, any distance, automatically. Handles all kinds of grain without waste or mixing.

The ONLY WAY to feed a sheller.

### THE U. S. CORN SHELLER

Patented Oct. 17, '05.

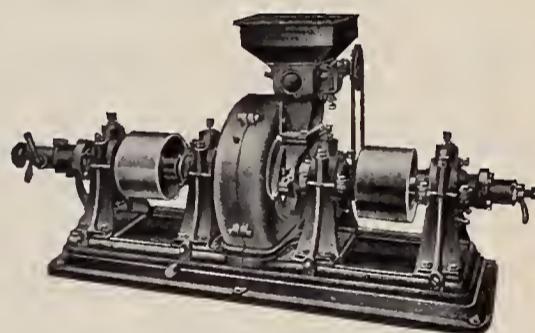
No pit or lower hopper. Cheapest installed. Quickest repaired. Our new Screw Adjustment can be used while sheller is full of corn and running. Shells clean, saves cobs. TRY IT.

*Write for our catalog or you may miss something good*



**B. S. CONSTANT CO.,** Bloomington, Ill.

**The  
Leader  
of  
Leaders**



## Monarch Attrition Mills

have long been recognized as the leading machines of their class. They are given the preference by men who investigate carefully the merits of any machine they buy. Elevator owners who are not grinding feed are overlooking a profitable side line. If you are one of the number it will pay you to write us and learn how to make money grinding feed with a Monarch Mill.

### Send for Our New Catalogue

and learn all about the scientific grinding of feed. It treats the subject from a new standpoint and also tells why the Monarch has phosphor-bronze interchangeable bearings; cable-chain oilers; double movable base; safety spring; quick release; relief spring; special adjustable endless belt drives; hammered steel shafting; ball bearings and other improvements that are essential in the construction of a mill—durability, capacity, etc.

Mention amount and kind of power you expect to use for operating a mill

**SPROUT, WALDRON & COMPANY**

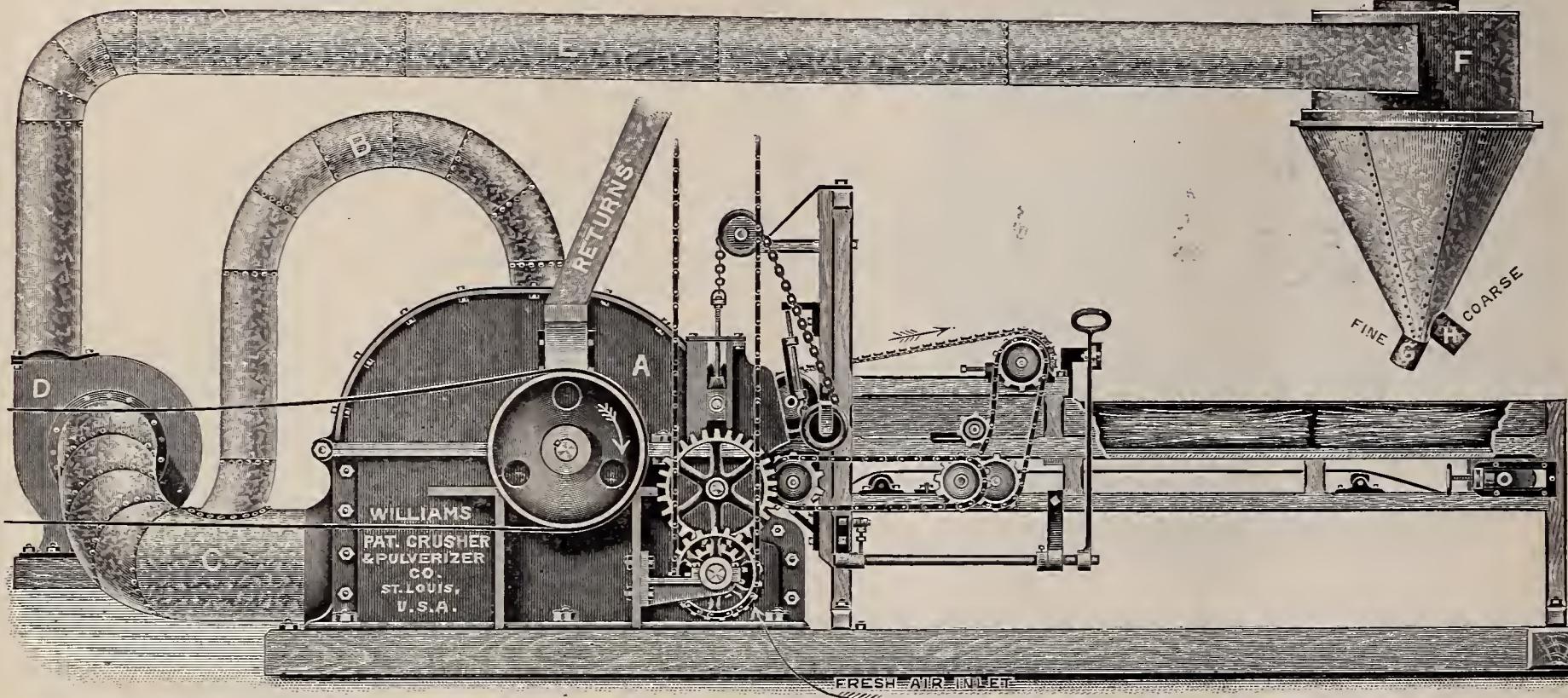
John Williams Taylor, Southwestern Agent,  
491 Pacific Ave., DALLAS, TEXAS  
Northwestern Branch, 301 Corn Exchange Bldg.,  
MINNEAPOLIS, MINN., C. H. Mohr, Mgr.

Box 320, Muncy, Pa.

# WILLIAMS PATENT COMBINED HAY AND STRAW CUTTER SHREDDER AND GRINDER

*Made in 6 Sizes*

*60 Successful Plants in Daily Operation*



## THE ONLY VERSATILE FEED GRINDER EVER PRODUCED

They will reduce EAR CORN with the HUSK on.  
They will reduce ALFALFA HAY from the BALE or from the STACKS.  
They will reduce ALFALFA HAY and EAR CORN together.  
They will reduce ALFALFA HAY and SHELLED CORN together.  
They will reduce ALFALFA HAY and OATS together.  
They will reduce ALFALFA HAY and FODDER OF ALL KINDS, with the CORN on.  
They will reduce ALFALFA HAY and PEA VINES.  
They will reduce EAR CORN ALONE or SHELLED CORN ALONE.  
They will reduce OATS ALONE.  
They will reduce ALFALFA HAY and two other kinds of CEREALS at the same time, as each machine has three separate feeding places.

We have a corps of competent milling engineers in the field making estimates and taking contracts for the installation of complete alfalfa meal plants, from the stump up.

*For Further Information  
Write for BULLETIN No. 7*

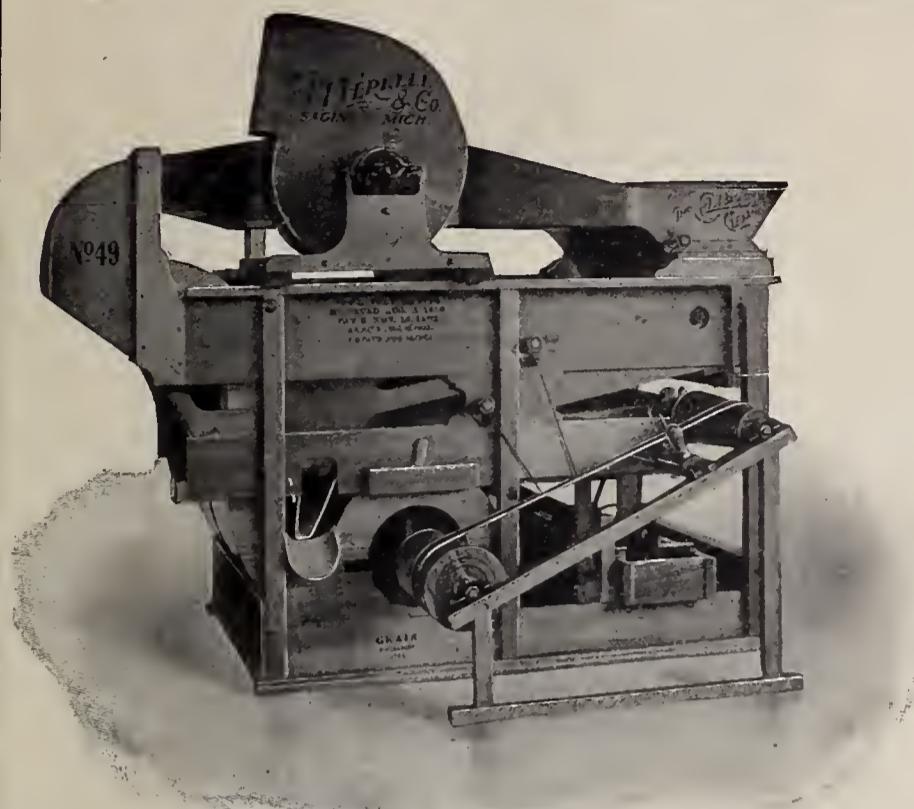
They will reduce ANY FORAGE material or CEREAL, together or separately.  
They will reduce GREEN CORN from the field.  
They will reduce CLOVER HAY, TIMOTHY or ANY KIND OF STRAW.  
They are CUTTERS when desired, GRINDERS when desired and SHREDDERS when desired.  
They are COB CRUSHERS when desired.  
They will reduce COARSE OR FINE by changing cages.  
They will reduce OAT HULLS, RICE HULLS, FLAX SHIVES or any other FOOD MATERIAL.  
They produce two grades of goods AT THE SAME TIME, coarse or fine BY OUR COMBINED SYSTEM OF COLLECTING AND SEPARATING.  
They WILL GIVE DOUBLE THE CAPACITY FOR THE POWER EXPENDED AND COST FOR RE-PAIRS OF ANY KNOWN GRINDER ON EARTH.

*Write for Catalog of the Noxon  
Automatic Hay, Meal and All Around Feeder*

Southwestern Representative: A. G. Olds, Care Manhattan Hotel, Wichita, Kan.  
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**THE WILLIAMS PATENT CRUSHER & PULVERIZER COMPANY**  
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# The "CLIPPER" CLEANERS with TRAVELING BRUSHES



Our traveling Brush device is the simplest, strongest and best made. Strong fibre brushes are made to travel back and forth across the under side of the screens, thoroughly brushing them and freeing the perforations from any grain or seed with which they may become clogged, making it impossible for the meshes to fill up.

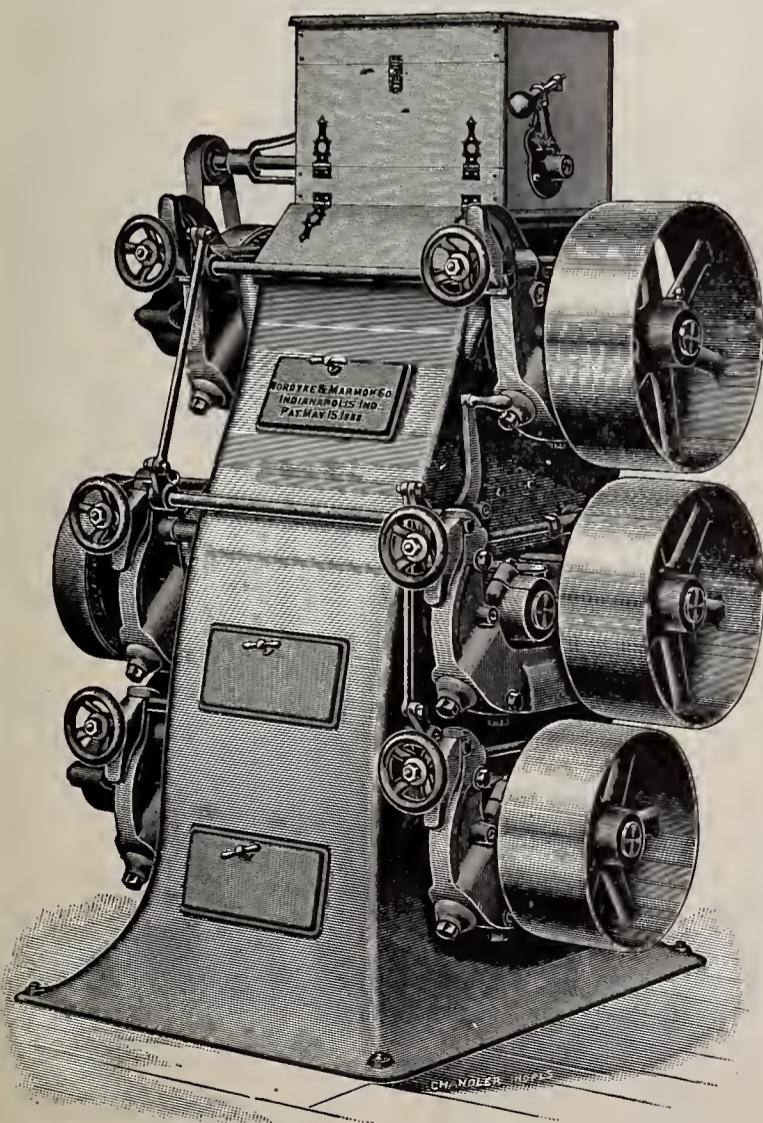
Any man who has used a Cleaner or Separator knows that the meshes or perforations in the lower screen soon become clogged so that it is necessary to "scrape" or "pound" the screen in order to clear the perforations. Our Traveling Brushes keep the screens clear all the time, and make the capacity and work of the machine uniform.

With a machine not equipped with the Traveling Brushes it is often necessary to keep one man in constant attendance when cleaning a dirty run of stock, to keep the screens clear and insure satisfactory work.

The advantages of using one of our machines equipped with Traveling Brushes is apparent: The quality of the work is improved; the capacity of the machine is increased; the cost of operation is reduced, and one has the satisfaction of knowing that he has the best that money can buy.

CATALOGUE WITH PRICES AND FULL DESCRIPTION UPON APPLICATION.

**A. T. FERRELL & CO., Saginaw, Michigan**



## The N. & M. Co. THREE-PAIR-HIGH SIX-ROLLER MILL

The most substantial, most economical in cost of maintenance. Has great capacity and requires comparatively small power. The only Six-Roller Mill with drive belts properly arranged to place the belt strain on bottom of bearings, where it belongs. It is not the cheapest mill in first cost, but it is by long odds the cheapest in the long run. It is without question the best roller feed mill on the market. Feed grinding pays best when you have a mill which will do perfectly any kind of grinding required and stand up under hard work without breakages and delays.

Send for Catalogue

### ELEVATOR SUPPLIES

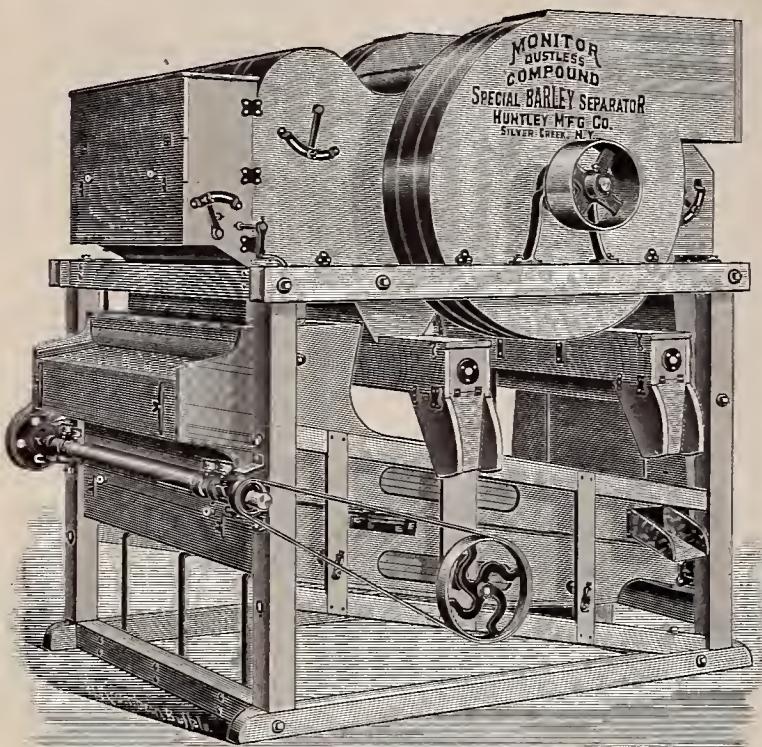
We carry a complete stock of Heads and Boots, Elevator Buckets and other Elevator Supplies. All orders are given the very best of attention.

**Nordyke & Marmon Company**

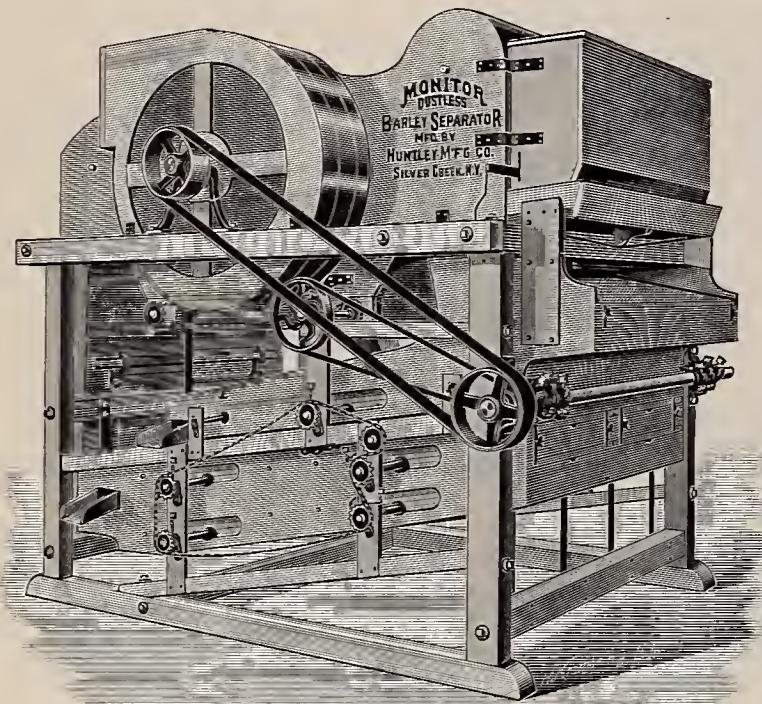
America's Leading Flour Mill Builders

Established 1851

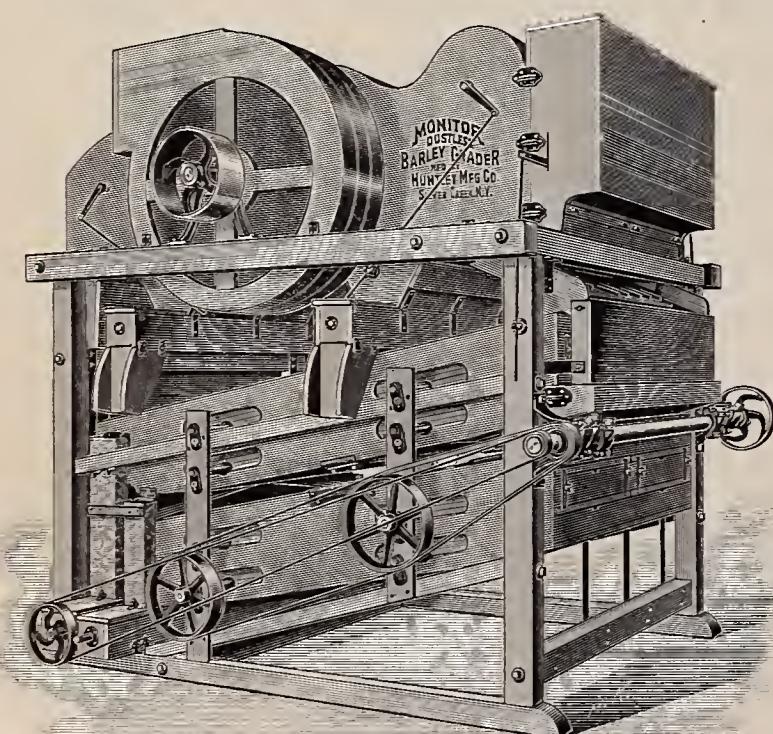
INDIANAPOLIS, IND.



MONITOR BARLEY SEPARATOR



MONITOR BARLEY SEPARATOR—Style "A"



MONITOR BARLEY GRADER

# MONITOR BARLEY CLEANERS AND GRADERS

We show here three styles of our standard barley line—we have several others—a machine for every class of work.

## Loss In Shrinkage

in cleaning and grading Barley means dollars and cents to you.

## Can You Afford

to pay good prices for Barley and lose a certain percentage of every bushel you clean in your screenings?

## To Waste Barley

in cleaning and grading on most cleaners is necessary in order to do proper cleaning and grading.

## The Large Dealers,

at least a large majority of them, have adopted the MONITOR as a means of saving in shrinkage, doing better cleaning, and getting better grades.

## Our Patents

cover certain necessary principles required in building cleaners that will clean thoroughly and economically—hence our open offer to send you a MONITOR on trial—with our guarantee of better results than you are now getting on any Cleaner you may have—allow us to repeat—any cleaner you may now have.

**HUNTLEY MANUFACTURING CO.,**

**SILVER CREEK,  
NEW YORK**

# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXVIII.

CHICAGO, ILLINOIS, JULY 15, 1909.

No. 1.

## REHEARING ASKED ON SCALEAGE.

The Baltimore Chamber of Commerce on June 26 filed with the Interstate Commerce Commission a supplemental motion for a rehearing of its complaint against the Baltimore & Ohio and the Pennsylvania Railroads and the public grain elevators in Baltimore, that "scaleage" deductions made by the elevators from grain delivered by the carriers to the elevators on being shipped out of said elevators constitute a discrimination against the Baltimore market.

The motion, filed by Attorneys Arthur George Brown, John B. Daish and R. E. Lee Marshall and signed by President Charles English, of the Baltimore Chamber of Commerce, submits figures showing that out of 4,881,219 bushels of grain received at the Baltimore & Ohio Elevator between July 2, 1908, and June 15, 1909, the company abstracted 5,633 bushels for "scaleage" or "loss due to handling," and charged it to the owners of the grain. The motion recites that as a matter of fact the outweight of the grain received was in excess of the amount originally put in, so that there was not a loss, but an actual gain due to handling.

When first appealed to by the Baltimore Chamber of Commerce to prohibit the carriers and elevators from including in their tariffs these scaleage deductions, the Commission declined to take action on the ground that as presented it was not one of the rates, but intimated that it might take the case up if presented in another form. The claim is made that these scaleage deductions, which became effective November last, have already diverted from Baltimore many shipments of grain, as the action of the carriers gives notice to the shippers that the merchants of Baltimore require more grain for their money than do others in competing markets.

## GRAIN MEN AT WICHITA.

On June 15 and 16 a large meeting was held at Wichita, Kan., of the grain dealers of Kansas, Missouri, Oklahoma and Texas, at the invitation of the Board of Trade of Wichita. The object and purpose of the meeting were to talk over local freight rates and crops and to have a good time in this process of "getting together."

At Garfield Hall, where the sessions were held, the dealers were welcomed by ex-Gov. W. E. Stanley, whose address was responded to for Kansas by R. E. Cox, president of the Kansas Grain Dealers' Association, who dwelt upon the usefulness to

the trade at large, and to individuals as well, of association and co-operation. J. S. Hutchins responded for Oklahoma; F. E. Moss for Missouri; and H. B. Dorsey, president of the Texas Association, for that state. Mr. Dorsey devoted a good share of his time to the very important subject of the dealer's relations to better farming. Mr. Dorsey said it is "up to the dealer" to impress the farmer with the fact that soils wear out under the average farmer's methods of farming and that a change is desirable. He closed with a clever and telling hit at the Kansas City Board of Trade by saying, "I am glad that the Wichita Board of Trade has not bound up its members so that they can join no other association."

Judge A. E. Helm followed with an address on "Grain Rates in the Southwest." He reviewed the

## A MODEL COUNTRY ELEVATOR.

A concrete country grain elevator of unusually convenient arrangement is shown in our illustration. The operator stands at the windows, from which he can see the cars coming in for unloading, having one hand on the scale beam, while the car puller is right under his feet with the lever close at his other hand. The indicator for setting the spout at any bin in the house is right at his elbow. He can see every spout in the basement and, without moving, what is going on in the cleaning machinery also, which is close by. Add to this that the elevator is fireproof, and you have a modern, model house.

This elevator was completed but recently for McDonald & Co. at New Albany, Ind., by the Macdonald Engineering Co. of Chicago. There are in all 22 bins, ranging in capacity from 400 to 10,000 bushels each, making a total storage capacity of approximately 100,000 bushels. The bins are both rectangular and cylindrical and include the outside pockets and inside interspaces between the cylinders.

There are five rectangular bins for sack grain only, the hopper bottoms of which are elevated twelve feet above the bottoms of the adjacent bins, thus forming a sacking room under the bins and extending the entire width of the house, with the floor eleven feet above the track grade. A suspended Richardson Automatic Scale traverses the sacking room from end to end and receives grain from each of the overhead bins. The arrangement of the sack

ing chutes and unloading sinks on the opposite end of the building is such that unloading in bulk and loading in sacks can be carried on simultaneously.

Grain is received from cars into a track hopper and thence is elevated by the receiving leg into a 1.500-bushel scale hopper located on the ground floor. The scale hopper discharges into a loft leg passing up through the concrete bins to the spouting system in the cupola, from which it is distributed to the storage bins or to the loading spouts. A Eureka cleaning machine is located in the basement and the dust discharge is sent to a Day Dust Collector in the machinery annex.

An electric motor in the basement drives the machinery. When making shipments in bulk, the grain reaches the receiving leg from the belt conveyors and after weighing is shot into the loading spouts by means of the loft leg. One car loading spout is provided for each track.

The elevator is especially interesting from a



MCDONALD & CO'S NEW CONCRETE GRAIN ELEVATOR AT NEW ALBANY, INDIANA.  
Macdonald Engineering Company, Chicago, Engineers and Contractors.

work that had been done in the immediate past to readjust grain rates in the Southwest so that shippers are not compelled by the rates to ship their stuff to Kansas City, but have open routes to other terminals. There is still much to be done before the transportation facilities will be entirely satisfactory.

The remainder of the time was spent at the amusement parks, in seeing the city and at the baseball park. The entertainment was concluded by a banquet at the Chamber of Commerce on the evening of June 17. There were about 250 guests. J. C. Robb was toastmaster and speeches were made and stories told by Wm. Murphy of Kansas City. H. B. Dorsey of Fort Worth, Wm. Parrott of Kansas City, Herman Probst of Arkansas City, E. J. Smiley of Topeka, and others.

Louisiana officials announce that the state will have a surplus of 5,000,000 bushels of corn of this year's crop.

fire-hazard point of view in that all the insurance desired on the elevator has been placed at 25c, both for building and contents.

All the elevating and conveying machinery was furnished by the Webster Manufacturing Company, Chicago.

#### A. F. FILES.

The author of the clever and valuable paper on "Bookkeeping for Country Dealers," read at Indianapolis, and published on another page, A. F. Files, of the Files-Greathouse Grain Co., Indianapolis, has been connected with the grain trade for about fifteen years. Starting in with Churchill & Co., at Toledo, O., after seven years with that firm, he lo-



A. F. FILES.

cated at Muncie, Ind., taking charge of the Woodbury-Files line of elevators. After six years of successful management, he sold out his Muncie interests and entered the grain commission and merchandising business at Indianapolis. Mr. Files has been identified with the Indiana Grain Dealers' Association ever since going to that state, and has served two terms on the board of managers and at present is member of the committee on arbitration.

#### GRAIN INSPECTION MATTERS.

The politicians of St. Clair County are asking Gov. Deneen to dismiss Chief Inspector J. B. Stevenson at East St. Louis, or send him back to Chicago, and to appoint a local man in his place, name not yet disclosed.

A branch office of the Kansas State Inspection Department was opened at Hutchinson on July 1.

The following changes in the working force of the Kansas Grain Inspection Department took effect July 1; C. M. Curtis and S. E. Jameson, appointed to succeed H. J. Millspaugh and J. E. McIntire as weighmasters; C. D. Yetter, of Ogallah, Kas., to succeed Samuel McGonigle as collector.

Gov. Stubbs of Kansas has appointed the following to be members of the Kansas Grain Grading Commission, to-wit: J. G. Maxwell, of McPherson; ex-Gov. G. W. Glick, of Atchison, and Thos. Page, of Topeka. The Commission will meet at Topeka on July 27 to fix the grades for the coming year.

Gov. Brady, of Idaho, has appointed the following to be members of the Idaho State Grain Commission, to serve two years, to-wit: Eli T. Simmons, of Fairview; John L. Woody, of Kendrick, and Geo. Cowgill, of Grangeville.

After lengthy consultation with about fifty grain and hay dealers of Washington, many of whom declared that enforcement of the new law regulating their industry would mean the closing of their warehouses, the Washington State Railroad Commissioners has declared a 25-cent reduction per ton on country warehouse charges for handling grain; decided upon the new form of the warehouse receipt prescribed by law; and assured dealers that the

law would be worked out fairly and satisfactorily to all. The newly fixed charges for the country grain warehouses receipts are 50 cents per ton for the first 60 days following date of receipt and 10 cents per ton for storage each additional month. The form of the receipt bears no material change from the one that has been used, although the wording is somewhat different.

The grades at Toledo remain unchanged for crop of 1909 except that the weight of oats is two pounds higher.

Morris L. Satterwhite, for many years grain inspector of the Louisville Board of Trade, has been reappointed for another year by that body. In the meantime, however, M. C. Rankin, Commissioner of Agriculture of the state, has asked the Attorney-General's opinion of his, the Commissioner's, authority to appoint an inspector for Louisville, and if the legal department says the Commissioner has authority in law to appoint, he will do so. It is said the law may grant such power to the Commissioner, but it does not require grain dealers to accept the rulings or grading of the inspector so appointing unless they agree to do so. At least M. Rankin's predecessor, Mr. Vreeland, so concluded after a study of the law and an examination of the court decisions in the Lucas Moore case some years ago.

Section 1491 of the Kentucky Statutes providing for the appointment of a grain inspector, reads thus:

The Commissioner of Agriculture shall appoint an inspector, weigher and registrar for the warehouses in the city and fix their duties, the amount and kind of bond to be given by them, and their fees, which shall be paid by the seller; and the Board of Trade shall, at least once in each year, establish standard grades of the various kinds of grains, by which the inspector shall be governed in their inspection; but any warehouseman, seller or buyer or other person in interest, may, on summary complaint to the Circuit Court of the county, obtain a reduction of the fees if in the opinion of the court they are exorbitant, etc.

The Railroad and Warehouse Commission of Missouri is now investigating charges of irregularity in the conduct of the grain inspection office at Kansas City. The inspector is charged with having made fictitious entries of wheat and recorded as having been shipped out forty carloads of grain, supplying the weights, using fictitious car numbers to fit the case. It was developed in the testimony that no one had been injured in the transaction, and it was also said to be a common practice. The incident happened more than a year ago. The chief witness in the case was John Sheedy, an assistant inspector, who declared that he discovered the discrepancy. The investigation is not yet completed; nor has the Commission made any report thereon.

#### GEO. D. MONTELIOUS.

The "American Elevator and Grain Trade" regrets that Geo. D. Montelius, of Piper City, the president for 1909-10 of the Illinois Grain Dealers' Association, has no fit photograph that is available for making a picture for the benefit of the Illinois dealer who reads this paper but does not (as he should) always attend the annual meetings of that association, where he is always to be seen. We can say, however, sub rosa, that although Mr. Montelius is hardly eligible to the "feather-weight" class, he is inclined to be a handsome man—one of the kind that other men "take too" instinctively as of the right sort and whom they are willing to trust "on his face," and are never deceived.

He grew up in the grain business—got into it, in the first instance, perhaps, because he could not help himself, and remained in it because he likes it as an honorable and useful occupation. He was trained by his father, J. A. Montelius; and when they organized the firm of Geo. D. Montelius & Co., to handle grain and seeds, Geo. D. Montelius took out a membership in the Chicago Board of Trade, which he still retains.

The firm operates but one station, but it has elevator capacity of 225,000 bus.; and, such is the popularity of the firm with the farmers of the neighborhood, they handle from 800,000 to 1,000,000 bushels of grain annually.

#### NAVAL STATION AT NEW ORLEANS.

New Orleans has awakened to a realization that as the gateway to the Mississippi Valley, the port as well as the mouth of the Mississippi River are wholly unprotected from attack in case of war; and the commercial organizations of the city have therefore begun a movement to have the Government reopen the Naval Station at that city, closed by Secretary of the Navy Newberry. "The voyage of the Battleship Mississippi to Natchez was a striking evidence of the manner in which battleships could penetrate the interior of the country to a great distance during any annual high water," says the Joint Conference. "There is absolutely no means of land defense of the deep sea channels at the mouth of the river, neither of the river itself, except two 10-inch guns, which would not stop a modern battleship. The only defensive resource would be the destruction of the channels themselves, if, indeed, it could be done before the enemies obtained possession of same, thus bottling up the river and destroying its great value as the regulator of transportation rates for perhaps many years."

In view of the apparent indifference of both the War and Navy Departments to the situation, the Joint Conference of Exchanges and Commercial Bodies of the City of New Orleans has undertaken to awaken the Valley to the existing condition, and as secretary of the Board of Trade, Mr. H. S. Herring will be charged with the heavier part of the burden of this work.

The duty, while no slight one, is an honorable one, that reflects public confidence in New Orleans upon a man who has for many years been identified with the commercial interests of the city. Born there in 1866, Mr. Herring's first occupation was in connection with the West India and Pacific Line of steamers, which brought him into contact with the New Orleans Maritime Association. Having served as acting and supervising inspector of cotton, he became later secretary of the New Orleans Mar-



H. S. HERRING.

time Exchange and of the New Orleans Steamship Conference; and upon the consolidation of the Maritime and Merchants' Exchange with the New Orleans Board of Trade he became assistant secretary of the latter body, and later its secretary, an office he is now filling for the fourth consecutive term.

No man in the city, probably, knows the commerce of New Orleans nor understands better its needs of every sort than Mr. Herring; so that this campaign the commercial interests have entered upon will be conducted vigorously and also with the intelligence of a complete technical mastery of the situation.

In order to stimulate interest in wheat growing in Kansas, and also for the purpose of gathering a number of the finest samples of this grain to be entered thereafter in the National Corn Show at Omaha, a Wichita paper offers \$300 for the best bushel of Turkey hard wheat grown in Kansas this

year. In addition there will be various other small prizes amounting to \$200 more. The contest will be open to the entire state and the exhibit will be a feature during the week of the fall festivities at Wichita on September 20 to 25.

### GRAIN GRADING AND THE MILLERS.

Among the briefer papers read at the annual convention of the Fraternity of Operative Millers at Milwaukee last week was one by L. A. Fitz, of the Grain Standardization Laboratory, U. S. Department of Agriculture, on the "Grain Grading Problem." Mr. Fitz said:

In taking up the grain grading problem we found that it was necessary to get at the value by some milling and baking experiments, working with the different types of wheat and wheats of the same general type grown in different sections to get some information along that line. We have been carrying on these experiments at the experimental mill at the Agricultural College of North Dakota, which was the most complete experimental mill we were able to get. As I was coming to the convention, I thought possibly the millers would be interested in seeing some samples from those types of wheat which we have milled there. We have the milling and baking reports on them and will be glad to give you all the information that we can.

We have studied this proposition from a milling and baking standpoint, and make chemical analyses of the wheats and products, and in our endeavor to arrive at the reasons for the results that we get, and we have encountered some very interesting things. We have had some very good samples of wheat and some poor samples. We have ground wheat from at least twelve different states; hard red wheats, both winter and spring, and soft wheats. We have also had a number of samples of Durum wheat.

We have been making moisture tests on wheats before and after tempering, to see what is actually in the samples, before and after, trying to arrive at what is the best amount of moisture to have in the sample to get the best results. We have also studied the effect of different mixtures and different kinds of damage. This is one year's work.

I was talking with some of the millers yesterday about the different problems and different kinds of wheat, and the question came up about some of the different classes, and upon the Velvet Chaff proposition. Some of you have had more or less trouble with it. We have some samples of this grade of spring wheat, that goes under various names, and there will be samples of other types, and I think that I cannot do better than to close with these few remarks and let you ask questions now or at any other time.

Later on at the same session John D. Shanahan, expert in charge of grain standardization, of the Agricultural Department, said:

"While I am not in any way advocating Federal inspection of grain, I feel, after a close study, that there is no question but that there can be no logical solution of this matter of uniformity in grades without the Government assuming some responsibility and some control. There have been introduced into Congress some safe bills looking toward the Federal inspection of grain. They all have their good points. What I want to say especially that the great and most telling argument that we do not want grain inspection mixed up with politics is without foundation. I want to state from my actual knowledge that I believe politics of the national Government is becoming clearer and cleaner every year. This is due in a great degree to the high class men we have had in positions of honor and trust during the past ten years. I can speak from personal knowledge of the Department of Agriculture that politics could not be cleaner than they are in that body. I do not know what further I can say to you along the line of the subject, except that we want your co-operation. It is your duty to co-operate with the Government. It is your government.

"If there is any one problem, or many problems that occur to your mind, we will be very glad indeed to take up the matter and see what can be done. I want further to suggest that it will be an excellent thing, an excellent proposition, if this convention could be taken to Washington for at least one year, so that you could get in touch with the Government, its officials and especially the Department of Agriculture."

The Star Grain & Lumber Company of Wellsville had the honor of furnishing the car of wheat which sold in May at Kansas City for \$1.55, the highest price ever paid there for a car of wheat.

### [For the "American Elevator and Grain Trade."] MEMPHIS AN IMPORTANT GRAIN MARKET.

BY L. C. BREED.

The development of the grain business of Memphis has been remarkable, since one need go back no more than fifteen years to find that it then consisted of a few small dealers doing for the most part a retail or local business. What has made this development possible is mainly the advent into this territory of five great railroad systems.

In former times, the grain received here (mostly consigned) came principally by water, the river boats being employed for this purpose. This method of transportation was also used in shipping to sections which required more grain than was raised, and to such as raised none at all. All freight handled by the boats, in case of grain, had to be sacked.

The Illinois Central, penetrating the great grain state of Illinois, reaching out into Iowa and Nebraska, together with the Frisco, Rock Island, Iron Mountain and Cotton Belt Railroads, make Memphis, as a grain market, a formidable competitor of cities of much larger population. The practice of buying grain in the country, through over-night

and nearly every car is inspected by 11 a. m. of the day it is received. The directors of the Exchange last year instructed the chief weighmaster to discontinue the practice of docking cars of grain and hay received in this market. This was done at the request of the members of the Memphis Grain and Hay Association.

Memphis is, and has been for the past thirteen years, equipped with a freight bureau whose duty it is to look after and endeavor in every way to protect the interests of the receivers and shippers of freight. With the present rates, reconsigning and milling-in-transit privileges, the conditions for distributing grain and grain products could scarcely be improved upon and Memphis is destined to rank among the larger points of distribution. Two large mills are among the important local consumers of wheat and corn. A daily grain call market is held on Change at 11:30 a. m.

### WHEAT MOVEMENT COMPARISONS.

The reported receipts of wheat at primary markets do not fully reflect commercial marketing of this grain, and the exhibits embrace something of duplication. But such data furnish comparisons of



MEMPHIS MERCHANTS' EXCHANGE.

bids, puts Memphis on a parity with St. Louis, for instance, in the territory which strives to supply the two cities in common.

The progress being made by Memphis is being aided by the development of the section for which it is the distributing point. An important feature of the facilities acquired by the city is the quite large elevator and warehouse capacity now available.

Parties interested in the grain trade are aware that corn, for instance, is a perishable article, and especially liable to injury in the germinating season. This fact and the usual desire to receive supplies promptly, present strong inducements for patronizing this market by buyers in this territory.

The central location of the city midway between St. Louis and New Orleans gives it a field reaching in all directions that it practically and logically is entitled to serve. The fact that there are now twenty-six live, progressive dealers, most of whom have ample capital, is full proof that Memphis is a grain market of considerable importance. The interests of both shipper and buyer are carefully conserved by the Memphis Weighing and Inspection Department under the auspices of the Merchants' Exchange. The city also has an adjunct to the Exchange, the Memphis Grain and Hay Association, whose business it is to investigate irregularities of all kinds and adjust them. This association has proved to be an important factor in promoting the building up of the city as a grain center.

Each railroad now has a separate inspection track

interest to the trade. The takings of wheat by interior millers are largely of grain not appearing in primary market receipts. The Price Current submits herewith a compilation indicating the yearly total receipts of wheat as reported for St. Louis, Kansas City, Toledo, Detroit, Chicago, Milwaukee, Minneapolis and Duluth, for yearly periods ending June 30, in comparison with the official estimates of yearly production of wheat, in bushels, and the percentage relation of the totals of primary receipts to the reported production, for the past ten years:

	Crops.	Primary rec'ts.	Per ct.
1899-00	547,000,000	224,000,000	40.9
1900-01	522,000,000	227,000,000	43.5
1901-02	748,000,000	235,000,000	31.4
1902-03	679,000,000	249,000,000	37.2
1903-04	638,000,000	220,000,000	34.5
1904-05	552,000,000	208,000,000	37.7
1905-06	693,000,000	234,000,000	33.8
1906-07	735,000,000	245,000,000	33.3
1907-08	634,000,000	208,000,000	32.8
1908-09	664,000,000	228,000,000	34.3
Averages	640,000,000	228,000,000	35.6

Receipts at primary markets the past year are shown to have been 20,000,000 bushels in excess of the preceding year and the same as the annual average for ten years. The past year's crop was 30,000,000 bushels in excess of the preceding year, and 24,000,000 bushels in excess of the annual average.—Price Current.

The Kharkoff wheat sent out last fall by the Hays and Manhattan Experiment Stations seems to have done very well this season, and is attracting much attention in Kansas.

## OHIO GRAIN DEALERS AT CEDAR POINT.

The thirtieth annual meeting of the Ohio Grain Dealers' Association was held at Cedar Point, O., on June 24 and 25. This very beautiful resort has become the regular place for holding the summer meeting and a good number of Ohio dealers came out to enjoy the attractions of the resort, as well as the convention.

President C. E. Groce, of Circleville, called the Thursday morning session to order at 10:30 a. m. and read his annual address, as follows:

I congratulate you that after thirty years, almost a third of a century, this Association is not only very much alive, but is the most active and energetic organization and has done more real good than any other organization in Ohio. Our Association has been instrumental in starting other associations, and our members have taken an active interest in their welfare.

The Shippers' Association, the strongest in numbers in the state, owes its beginning to your work; and your members are today perhaps the most earnest in its support. And you all remember the part taken by your members in the starting of that splendid organization, the Ohio Corn Growers' Association, and know the good work it has done.

Away back in the seventeenth century, Jonathan Swift said, "Whoever makes two ears of corn, or two blades of grass, to grow upon a spot of ground where only one grew before, deserves better of mankind and does more essential service to his country than the whole race of politicians put together."



PRESIDENT HARRY W. ROBINSON.

And so say we all today, my friends; and we are not only willing to help the Corn Growers' Association, but let us help organize a Wheat Growers' Association also, that Ohio may excell in wheat as well as in corn.

The Corn Show held in Columbus last winter was a greater success than we had ever hoped for, ending with a big corn dinner (and the room was not big enough to seat the crowd), at which the Governor of the state occupied the seat of honor and our friend, Mr. Sandles, presided as toastmaster in his inimitable style. Mr. Sandles became so interested in the matter that as Secretary of the Ohio Agricultural Society he assisted very materially in the management of an Educational Corn Train over the C. H. & D. road, accompanied by Gov. Harmon; and over 6,000 people listened attentively to addresses from experts from the State University and the Ohio Experiment Station.

We are to have with us during this meeting gentlemen from these institutions, who will tell us something of the good work done the past year, and of their plans for the coming year. I believe the work of these institutions is of the utmost importance to the grain dealers of Ohio, and hope you will give it your earnest and substantial support at this meeting, and not postpone action as was done at our meeting last summer.

Our Secretary, Mr. McCord, and members of this Association, gave assistance in securing from the legislature last winter an appropriation for a Traveling School, which I believe will be of great benefit to grain dealers as well as farmers, and all should give it encouragement.

The crop reports of the Department of Agriculture should be made more reliable if they are to be of any value to farmers or dealers. One of our leading grain journals aptly says, "Secretary Wilson in substantially declaring that wheat cannot sell above \$1 a bushel without manipulation poses as a market authority, though he has no record behind him to show that he knows a real scarcity when it exists." Secretary Wilson has attributed the situation the past few months to speculation; but we all know that "a corner," or speculation of such a character, is generally of short duration and not a continual advancement with no heavy reactions.

The misquoting of freight rates, whether wilfully

or erroneously, is a matter that should receive attention at this meeting; for protests against this injustice have been filed repeatedly, but so far in vain. Surely, if the shipper can prove he was misled by carrier's agent, he should be able to obtain a decision in his favor in any court, and a test case should be made.

On our program for this meeting are men I know you will be glad to hear, not only men from our own state, but Indiana has sent the president of her Grain Dealers' Association, bearing greetings and good will; and I know you all will pardon the personal pride I have in his coming.

I congratulate you upon the attendance at this meeting, and hope it may be productive of good to all of us.

Treasurer J. W. McCord made his report, showing total receipts for the year \$1,381.12, with disbursements of \$1,332.18, leaving a balance on hand, June 23, 1909, of \$48.94. The report was referred to the auditing committee.

President Groce appointed the following committees:

*Nominations.*—H. S. Grimes, C. B. Jenkins, R. R. Bales, A. B. Beverstock, Fred Mayer.

*Auditing.*—H. S. Heffner, C. O. Barnhouse, Reed Dunlop.

*Resolutions.*—E. W. Seeds, E. A. Grubbs, J. B. Seymour.

## WHEAT FIELD MEETING.

A. B. Beverstock, Lexington, read the following paper on the subject, "A Wheatfield Meeting":

A meeting was held at the Ohio Experiment Station at Wooster, O., on Wednesday, June 16, that may in time prove to be one of the most profitable movements that have been inaugurated by that institution for the benefit of the grain dealer, especially those of us who do not handle much corn.

Meetings and agricultural special trains devoted to corn have been popular for several years, but such a movement in the interest of wheat has never before been brought forcefully enough to the attention of the State University or Experiment Station to induce them to have meetings devoted exclusively to the interests of wheat and wheat production.

Such a meeting was called by Director Thorne of the Experiment Station and if the attendance of several hundred farmers, millers and grain dealers is any indication, I believe we have started a movement that will increase the yield and improve the quality of wheat in the state of Ohio.

The "Wheat Field Meeting" is to be an annual affair and will be held about June 22 to 25th of each year. The various plots of wheat produced from samples obtained from various foreign countries and states of the Union were inspected and compared with the greatest interest on the part of the large crowd, who proved their interest by plodding through the mud and wet grass without one word of complaint.

This splendid institution and the work the officers are doing was most forcefully impressed upon me. I never realized before the possibilities and what great benefits are being derived by the farmers from the good work that is being done at this institution. I never appreciated before how my good friends, Director Thorne and Profs. Williams, Goddard and others are sacrificing their energies and spending the best years of their lives in their efforts to solve these problems in nature that nature itself is so reluctant to reveal.

That splendid little band of men who, as has previously been said, are so faithful to duty, so

vering, so unselfish and so faithful to the agricultural interests of our state that they have risen high above the little narrow-minded political trickster who would like to supplant them with their incompetent and graft-loving services. I do not know the politics of Director Thorne, Prof. Williams or Goddard, and it would not make a bit of difference if I did, nor whether they voted a ticket opposite to that of mine. I am sure it was well said by Mr. Sandles at the opera house meeting at Wooster, that these men who are devoting their energies and their lives to our interests and to the interests of agriculture are, and well deserve to be, classed with the uncrowned kings of America.

The meeting was addressed by Secretary Sandles of the Ohio Department of Agriculture, Director Thos. F. Hunt, of the Penna. State College Experiment Station, while Mr. Jenkins and I represented the millers and grain dealers of our state.



RAILWAY STATION AUDIENCE.

At the close of his address Mr. Beverstock commended very highly a paper which had been read at the meeting at Wooster by Prof. John L. Hunt, of the Pennsylvania College of Agriculture. At the request of the convention, there being plenty of time at the morning session, he read the paper.

Secretary McCord read telegrams of regret at enforced absence from E. A. Reynolds and H. L. Geemann. The session then adjourned.

## THURSDAY AFTERNOON.

Immediately following the call to order of the afternoon session at 2:30 p. m., John F. Courcier, Secretary of the Grain Dealers' National Association, made an address on "The Live Issues of the Present Day." We publish it on another page of this issue.

President Groce announced as the next subject, "A Square Deal," by the Hon. Right-from-the-Shoulder, Levelville, Ohio, Gen. Mgr. of the Anti-Knocker Association. As no one responded for the honorable gentleman, C. B. Jenkins, of Marion, was called for, who said in part:

It was only yesterday that I learned that I was to substitute on the program for the gentleman named. It is a pretty big subject and I have not prepared anything, for I was not the original man. But I think that every man who has been in the grain business for some time can appreciate a square deal, a lack of which makes conflict and trouble. If you live up to the motto of the Millers' National Federation, "Not for self, but for all," and our motto, "The Golden Rule," you will not only lift your business but elevate yourself as well.

We have a member in our Millers' Association to whom an outside firm shipped recently a consignment of wheat. The car fell short and they ran it into a bin, wiring the consignor of the shortage. This firm sent their representative down, an expert scale man as well as grain man, who found consignee's scales out of order and that the wheat held cut to a bushel. On his return, the shipper sent the firm a bill for his expenses, amounting to about \$23.00. The consignee refused to acknowledge the bill and a few days later the shipper wrote me stating the facts. I saw that it was a just case and I wrote the firm and secured payment. I wrote that if our organization meant anything, it meant justice between men. It was a case of a "square deal."

I wish to say in closing that our Association does not contemplate in any manner the making of price agreements; but you can agree not to loan bags and to discontinue other like practices.

H. S. Grimes spoke upon the work of the Association and of the fact that only a few did its real



LISTENING TO LECTURE ON WHEAT CULTURE.

earnest in their endeavors to discover those things that are for your benefit and mine; so willing to preclude themselves from the business of their personal affairs, where any one of them could make as much or more money than is paid by the state; and which is not half appreciated by the vast multitude who are beneficiaries.

During the past few years I have watched this work, I have noticed the untiring efforts that have been put forth by officers in charge to discover the kind of seed corn, seed wheat, oats, alfalfa, etc., that would produce the greatest number of bushels or tons per acre from the various soils of Ohio. It is work that requires more time, more devoted interest and more patience than I or probably any of us could give.

It has been truly said that Director Thorne and many of his associates have been so able, so perse-

work. He hoped that new men would come to the front in association work.

#### CAR SERVICE.

E. W. Seeds, president of the Ohio Shippers' Association, read the following paper on the subject, "Car Service":

It would seem that the program committee of the Ohio Grain Dealers' Association is unable to detach me from a subject pertaining to the railroads, when making up their program; or, perhaps, they think I know nothing else, and only enough of that to furnish you a few moments of anguish. At any rate, I am expected by their direction to talk to you a few minutes of transportation and car service.

The service of the railroad car is one of the important factors in your business, and whatever can be done by you or the carrier to render its service more efficient should be cheerfully undertaken by both; for under many conditions and circumstances arising in the conduct of a grain shipping business increased car efficiency means much to both shipper and carrier in dollars earned. If you can load cars in one-half or one-quarter the time allowed under car service rules, you should do it, particularly at a time when cars are scarce. If the carrier can take your grain to destination in less time than it now consumes for that service, it should be required to do it. Thus far reciprocal car service rules seem to me to be just and fair. When you order cars from a carrier to be placed for loading, you should be required to load them in a specified time, fixed by fair car service rules, and to pay the penalty for failure to do so; and, as indicated before, you should go further and load them just as quickly as possible.

Again, when a carrier accepts your shipment and issues a bill of lading agreeing to transport it to a certain destination, it should be required to make that delivery in a specified time, fixed by fair regulations, based on distance and other reasonable conditions, and to pay the penalty for failure to do so; and that penalty should be sufficient to cause the operating departments of the roads to take notice when failure occurred.

Surprising as it may seem to many, there has been no progress made by the carriers in time of transporting our grain in twenty-five years. It requires more time now on the average to transport a car of grain from central Ohio to points in New England than it did a quarter of a century ago. This fact has been admitted to the speaker by prominent railroad men in our own state, and was publicly acknowledged by the railroad representatives in the recent conference at Washington between state railroad commissioners, shippers, and representatives of the railroads with reference to car service. The obligation on the part of the carrier to perform a contract service is just as great as on the part of the shipper, and if the shipper should be required to load or unload a car in a given time then the carrier should be required to perform its part of the service in a specified time.

Let us illustrate how much a little effort on the part of the shipper, receiver and carrier may help a car shortage. Suppose the shipper takes two days to load, the carrier ten days to transport, and the receiver two days to unload a car of grain; this makes fourteen days in which the car is used for that one service. Again, suppose the shipper loads in one day, the carrier uses eight, and the receiver one, a total of ten days, or a saving of about 30 per cent. Now if 50,000 cars were being used in grain transportation under the first named condi-

been of great benefit to the carriers and the public, and the efficiency of the car has been greatly increased over what it was 25 years ago. However, this increase practically all seems due to restrictions placed on the shipper and receiver, and greater efforts required of them.

Twenty years ago 500 bushels was a car load of corn. Cars were detained at loading point and destination about as long as parties interested cared to keep them and without complaint from the carrier; indeed this was many times encouraged by them to obtain business for a particular line. Then car service rules were put in force, allowing 48 hours to load or unload cars of above named size. Later the capacity of the car was increased, until today

over-supply of grain pressing for sale. It might be very nice for one individual to get a good supply and have the competitor shut out; but I hope we are past that day as we are past the day of general rebates. Our association work has shown us the advantage of working together for the interest of all; that it is best to be fair; and that finally, each individual is better off when the position of the whole body of shippers is improved.

I noted a few days ago a description by the I. C. C. which seemed to me to suggest a way to get rid of the scoop-shoveler who troubles some of you. This ruling approved of large car service charges under special conditions, large enough to make holding of cars on track prohibitive. It is published



CEDAR POINT FROM LAKE ERIE.

more than three times that amount is required for the load of a large per cent of the cars, and only the same old time granted for loading. They tell us that our equipment is improved so that we can load as well now in the required time as formerly; admitted; and their earnings per car are thereby greatly increased. What have they done to compensate the shipper or lessen his risk of loss by corn getting out of condition in transit? and this risk is, without question, greatly increased by the larger load required. Is it not fair for us to insist that they get our shipments to destination in a specified time, and a shorter one than when the smaller load was required?

We should be fair always, and willing to do our part in any scheme for improved service, but it seems to us all right to insist that the other fellow stand up to the mark also.

The part of so-called reciprocal car service code which would require a carrier to furnish cars ordered within a given time or pay the shipper a demurrage charge is, I think, unjust and unfair, and should not be advocated by any shipper. Suppose your farmer customers demanded that you build sufficient storage room to take care of all the grain they cared to deliver to you at any time, although for three-fourths of the year you would have no use for half of it, would you consider it fair or a good

in I. C. C. report No. 116, and I suggest you look it up and call the attention of your traffic committee to it if you are having trouble.

The session then adjourned to 9 a. m., Friday.

#### FRIDAY MORNING.

The Friday morning and last session was called to order at 9:30 a. m., by President Groce, who introduced V. M. Smith, Professor of Agronomy, College of Agriculture, Ohio State University, who made an address on Ohio Corn Improvement Association.

#### IS ASSOCIATION WORK WORTH WHILE.

W. B. Foresman, President of the Indiana Grain Dealers' Association, made an address on the subject, "Is the Trade Association Worthy of our Support." Mr. Foresman, in part, said:

Mr. President, Members of the Ohio Grain Dealers' Association, and Friends: Having been honored by the Indiana Grain Dealers' Association at their annual election in January, being at that time elected president, I have chosen a subject which at this time I am very much interested in; and while I am not adapted to writing speeches, which fact will be proven to you in a very few minutes, I will endeavor, however, to do the best I can; for it was impossible for me to refuse Col. Groce, who besides being your president has the honor of being my uncle.

The grain trade throughout Indiana, I am glad to relate, is in very good shape, as most of the dealers have begun to realize that it is as necessary for them to be organized as it is for the bankers, grocerymen, and, in fact, all lines of business. While we are criticized somewhat by our farmer friends for belonging to these organizations, still the majority of the good, level-headed business ones are fast becoming convinced that while those connected with such associations are benefited, the farmers are at the same time receiving aid. Although they may not be in the direct channel, they at the same time feel the results of such an organization; and we are hearing less prejudice from them.

As I stated in the beginning of my paper, many of our farmer friends criticized our belonging to these associations; but the results of our labor in these associations have enhanced the value of the farm products by untold millions of dollars. The margin of profit demanded by the country dealers in the past years, who bought of the farmer, was from five to six cents per bushel; and then he did not make too much. To-day he can make more money and do it on a basis of two or three cents' margin. This has been brought about by the improved methods of handling, more equitable and stable rates of transportation, less loss in transit, better methods for handling and marketing the off grades (with which many of us are most familiar), improved facilities in great commercial centers and, above all, the introduction of the square deal method.

Now, in conclusion, fellow dealers, I want to ask, what do you see in the future? We are now taxed to our utmost to care for the billions of bushels that are being annually produced, and yet production is only in its infancy. The possibility of this great country within the next century is twenty billion bushels. What will we leave to prosperity that will better fit them to handle this un-



SOME OF THE OHIO WHEAT SEED TRAIN LECTURERS AND MANAGERS.

tions, this little effort would add in efficiency the equal of 15,000 cars—quite a handsome equipment in itself. Is it worth the effort?

I have suggested that the shippers try to do a larger proportionate part of the saving than the carriers, but if they make an honest effort on this line, the carriers, I believe, will meet them. In fact, I am confident that some effort is now being made by the carriers in this direction. A few days ago I saw a published statement of an effort in this direction by a prominent road. This claimed a movement of a heavy freight train over 124 miles of road at an average speed of 17 miles per hour, or more than 200 miles per day of 12 hours; and if our shipments were given a movement of one-half this distance in each 24 hours I suspect one would hear no complaints with reference to time. Car service restrictions and car service rules have doubtless

investment for your funds? I suspect the carriers will readily assent to such a rule whenever the shippers will obligate themselves to load all empty cars furnished them at any time by the carriers. This is a fair proposition. If they are required to furnish you all the cars you need at any time, you should be ready to furnish them all the loads they require to keep these same cars earning revenue at all times. Isn't it the best solution of this problem to empower the Interstate Commerce Commission and the several state railroad commissions to require all carriers to provide an adequate equipment for the volume of business of the road, and distribute it without discrimination, so that each shipper gets absolutely his fair share?

Too great a supply of cars at certain seasons would be more disastrous than a shortage. The markets would be congested and prices reduced by an

thinkable product? In the great sweep of business events every little adds to the great sum total of advancement. This Association has done much to improve conditions, but only a little as compared with what is necessary to be done to meet the situation confronting the generation unborn. The American farm, kissed by the sunshine of God's favor, will continue to produce, multiply and add to the sum total of our great wealth and happiness. In this great struggle to meet the emergencies of the future this Association has a part to perform, and certainly is worthy of the support of all our fellow dealers. I thank you, gentlemen.



SECY McCORD AND PRES. ROBINSON.

H. C. Price, dean of College of Agriculture Extension Work, O. S. U., Columbus, Ohio, followed with an address on "Agricultural Extension Work." Mr. Price showed a map giving the routes of trains which have been run through Ohio in the interest of grain. The first train was run in December, 1906, and the time occupied was three days. Since then a train has been run each year, and in all 3,000 miles in Ohio have been covered, thirty days spent on the trains and an estimate of 30,000 people have been addressed.

Hon. A. P. Sandles, secretary of the Ohio State Board of Agriculture, made an address. He said that if the Ohio Grain Dealers' Association was a good thing there ought to be more of the dealers present. If it was a bad thing, there were too many of them present. He thought that all Ohio dealers who are getting the benefits of the organization should give it their moral and financial support.

C. G. Williams, chief of the Department of Agronomy, of the Ohio Agricultural Experiment Station at Wooster, addressed the meeting on "Better Wheat for Ohio." Ohio had been growing for the past ten years an average of 14.8 bushels per acre. We should be able to produce more wheat per acre with our soils. At the experiment station on the poorest soils, they had a 10-year average of 30 bushels per acre; on the better soil they had an average of 40 bushels per acre. This showed that the acreage for the state could be increased. This could be done by improved fertility of the soil, brought about by fertilization and rotation of crops.

#### RESOLUTIONS.

E. W. Seeds read the report of the committee on resolutions. It was adopted as follows:

Resolved, That we command to our members the suggestions made that it is better business to get together on the line of the square deal and under the motto, "Whatsoever you would that your com-

petitor do to you, do you even so to him," than in any effort to fix prices at which you will either buy or sell grain.

Whereas, The movement inaugurated a few years ago for the improvement of the quality and yield of the corn crop of our state has been so signally successful; and

Whereas, Our farmer friends have responded so readily to the instructions given and the efforts made on this line;

Resolved, That we heartily approve and endorse the efforts now being made by Chief Inspector Culver to start an improvement in the wheat crop, and that we will aid in every way we can in the promotion of the work; and further that we ask the Agricultural College of the Ohio State University and the Ohio Experiment Station to give their assistance in the undertaking as they have so ably and effectively done in the former campaign of education.

Professors Price, Shoesmith, Sandles, Williams, Secretary Courier, Wm. B. Foresman, the Western Union and the Cedarpoint Resort Co. were thanked for helping to make the meeting a success.

#### ELECTION OF OFFICERS.

The report of the committee on nominations, as read by A. B. Beverstock, recommended the election of the following officers:

President—Harry W. Robinson, Green Springs.

Vice-President—Willis Jones, Mt. Sterling.

Secretary-Treasurer—J. W. McCord, Columbus.

Governing Board at Large—R. R. Bales, Circleville; D. C. Brand, Worthington, Edward Churchill, Perrysburg.

The report was unanimously adopted.

Messrs. Beverstock and Jenkins escorted the newly-elected president to the chair.

Mr. Robinson said he assured them of the pleasure it gave him to be elected to the presidency of the organization. He had enjoyed the work of the Association and was glad to have helped the Experiment Station in its work of grain improvement. There is still work to be done and he trusted that all the members would help their officers in the work that might be laid out.

C. B. Jenkins moved that a vote of thanks be extended to Col. Groce for the interest he had shown in the organization and in the work of the Experiment Station.

The meeting then adjourned sine die.

#### CEDAR POINT NOTES.

E. H. Beer and H. E. Elgert came up for Baltimore, Md.

The Cincinnati market was represented by E. Richter, of Gale Bros. Co.

Y.; Charles H. Sterling, with Invincible Grain Cleaner Co., Silver Creek, N. Y.

Dealers will be able to send their orders for some time with the handsome indelible pencil distributed by B. D. Heck, of the Philip Smith Mfg. Co.

Very many dealers smoked up the wisdom of "Our Boy Solomon" in cigars that John Keller presented with the compliments of C. A. King & Co., of Toledo.

The stretch of bathing beach in front of the New Breakers Hotel is said to be the finest on the inland lakes and to meet the requirements of the bathers. K. D. Keilholtz brought along a few hundred bars of soap, each bar bore the inscription, "Wash away your troubles by sending your business to Southworth & Co., Grain and Seeds, Toledo, Ohio."

Toledo always sends a good representation to Cedar Point and they were there from that market Secretary of the Produce Exchange A. Gassaway; Chief Inspector E. H. Culver, H. G. Raddatz, of John Wickenhiser & Co.; John Keller, with C. A. King & Co.; L. A. Mennel, W. M. Coup; K. D. Keilholtz, with Southworth & Co.; Richard Sheldon, with S. W. Flower & Co.; Fred Mayer, with J. F. Zahm & Co.; Geo. A. Kreaglo, with Toledo Field Seed Co.; Fred Rundell, of W. A. Rundell & Co.; W. W. Cummings, of J. J. Coon Grain Co.; Harry De Vore.

The dealers who registered at the New Breakers were A. B. Beverstock, Lexington; H. S. Grimes, Portsmouth; C. E. Groce, Circleville; C. B. Jenkins, Marion; S. B. Craig, Blanchester; Reed Dunlop, Alger; C. H. Dewey, Leesburg; E. A. Grubbs, Greenville; J. F. Gephart, Versailles; J. M. Garrison, Blanchester; C. E. Harmony, Ansonia; P. E. Goodrich, Winchester, Ind.; M. Niezer, Monroeville, Ind.; W. F. Kile, Kileville; W. E. and C. V. McKee, Shreve; H. A. Robinson, Green Springs; E. J. Rife, Ashville; J. Rowe, Verona; E. F. Reinhelderfer, Criderville; J. Stryker, Huron; W. A. Dull, Willshire; W. B. Graintich, Kenton; F. L. Alexander, Marietta; J. E. Pafenbach, Oak Harbor; Fred Kelmbach, Sherwood; A. J. Hosbry, Findlay; Harry Dirker and Wm. Graive, New Bremen; W. T. McNutt, East Liverpool; J. F. Leary, Pittsburgh; R. F. Flood, Painesville; F. J. Laubis, Hepburn; J. C. Ward, Plymouth; D. E. Bowquin and John Monroe, Archibald; A. H. Short, Archibald; E. C. Bear, Hicksville; W. L.



WAITING FOR THE BOAT AT SANDUSKY.

Chicago representatives were H. J. Boyd, with Albert Dickinson Co.; Otto Waitzman and G. Woodward, with Rosenbaum Brothers.

If the Hon. Right-from-the-Shoulder, Levelville, Ohio, Gen. Mgr. of the Anti-Knocker Association wasn't C. B. Jenkins, who was he?

From Pittsburg there were J. A. A. Geidel, of D. G. Stewart & Geidel; Fred L. Davis, of Herb Bros. & Martin; Robt. Sheets, of R. S. McCogan.

Machinery interests were looked after by B. D. Heck, of Philip Smith Mfg. Co., Sidney, Ohio; A. A. Croft, with the Wolf Co., Chambersburg, Pa.; A. S. Garman, with Huntley Mfg. Co., Silver Creek, N.

McAnich, Climax; H. Peebles, Whiteville; Carl F. Hahmeyer, Coldwater; E. W. Armstrong, Monroeville; Ed Churchill, Perrysburg; B. F. Turner, Avery; Joe Hermiller, Ottawa; L. F. Anderson, Anderson; Col. John W. Burk, Springfield; Willis Jones, Mt. Sterling; E. W. Seeds, Columbus; E. Stritmatter, Columbus; Charles O. Barnthouse, Agosta.

The steamer Eberward, sunk in the Straits of Mackinaw, had 57,000 bushels of corn aboard, of which it is expected two-thirds may be saved, although the hull lies in 138 feet of water.

## FIRST NEW WHEAT.

The first new wheat to reach Kansas City this season was a consignment by Groseclose & Sons of Waukomis, Okla., on June 25. It graded No. 2 Hard and sold for \$1.34. It was loaded directly from the thrasher.

The first sample of new wheat at New York City this year was received on June 22 by mail by J. E. Reamer from Oklahoma. It was sent by the Geary Milling & Elevator Company of Geary, Blaine County, Oklahoma. This is the third successive season that he has been able to show samples of new wheat ahead of anyone else on the New York Produce Exchange. The sample shown was excellent in



A CEDAR POINT GROUP.

quality, and it was agreed that if the remainder of the crop graded up as well it indicated a fine crop for that state at least.

The first sale of 1909 wheat at Baltimore was made on June 21 on the floor of the Chamber of Commerce, when a consignment raised by F. P. McGinnes, of Lancaster County, Va., was sold to C. J. Lauder by S. L. Lyell & Co. The grain was fairly good, but damp, and brought \$1.30 a bushel. The first sale of 1908 grain locally took place on July 16 of last year, showing that the present crop is being harvested nearly a month earlier.

First arrivals of 1909 crop of wheat were received at Toledo on June 28—two cars, both from southeast Missouri and both graded No. 2 Red; one weighed 59 pounds and the other 60 pounds per bushel. The first receipts last year, also from Missouri, were on July 7th, and two years ago on July 2d.

Two cars of new wheat, the first of the crop, were received at St. Louis from Charleston, southeastern Missouri, on June 24. One car graded No. 2 Red and was sold at auction for \$1.30, while the other car graded No. 3 Red and sold at \$1.23.

The first sale of new wheat to arrive, crop 1909, at Minneapolis, was made on June 30 by N. Kuhn Elevator Co., 1,000 bushels, Sept., \$1.15, to Gregory, Jennison & Co.

First 1909 wheat at Knoxville, Tenn., was bought on June 21, by Peters & Bradley, millers, at \$1.25.

First new wheat, 1909, at Nashville, Tenn., arrived on June 25 at the Liberty mills from southeastern Missouri.

First new wheat, 1909, received at Richmond, Va., was consigned to W. D. Butler & Co., from Caroline County. It was good quality Fultz, but contained some garlic, and was sold to S. T. Beveridge & Co., at \$1.25. This offering of new wheat is two days later than last year but the opening price is 30 cents in advance of that paid for new wheat last season.

Chicago received her first car of 1909 wheat on July 6, nearly two weeks behind the date set by Illinois shippers. The car was from Indiana, con-

signed to Wade & Johnson, and went no grade on account of admixture of wild onion. It brought July delivery price.

The first car of new wheat was received in Wichita on July 3. It was purchased by the Kansas Milling Co., from the Haven Milling Co. of Haven, Kan., at \$1.11 on track at Haven. The wheat graded No. 2 hard and tested 62½ pounds. It was said to be a fair average of the wheat which has been threshed in the territory about Haven.

## NEW GRADE RULES AT CHICAGO.

The Illinois Railroad and Warehouse Commission has adopted and promulgated the following rules governing the inspection of grain. All rules conflicting are annulled; the new rule to take effect July 30, 1909:

## RULE 1.—WHITE WINTER WHEAT.

No. 1 White Winter Wheat—Shall include all varieties of pure soft white winter wheat, sound, plump, dry, sweet and well cleaned and weigh not less than 58 lbs. to the measured bushel.

No. 2 White Winter Wheat—Shall include all varieties of soft white winter wheat, dry, sound and clean, and shall not contain more than 8 per cent of soft red winter wheat, and weigh not less than 57 lbs. to the measured bushel.

No. 3 White Winter Wheat—Shall include all varieties of soft white winter wheat. It may contain 5 per cent of damaged grains other than skin-burnt wheat, and may contain 10 per cent of soft red winter wheat, and weigh not less than 53 lbs. to the measured bushel.

No. 4 White Winter Wheat—Shall include all varieties of soft white winter wheat not fit for a higher grade in consequence of being poor quality, damp, musty or dirty, and shall not contain more than 10 per cent of soft red winter wheat, and weigh not less than 50 lbs. to the measured bushel.

## RED WINTER WHEAT.

No. 1 Red Winter Wheat—Shall be pure soft red winter wheat of both light and dark colors, sound, sweet, plump and well cleaned, and weigh not less than 60 lbs. to the measured bushel.

No. 2 Red Winter Wheat—Shall be soft red winter wheat of both light and dark colors, sound, sweet and clean; shall not contain more than 5 per cent of white winter wheat, and weigh not less than 58 lbs. to the measured bushel.

No. 3 Red Winter Wheat—Shall be sound, soft red winter wheat, not clean or plump enough for No. 2; shall not contain more than 8 per cent of white winter wheat, and weigh not less than 55 lbs. to the measured bushel.

No. 4 Red Winter Wheat—Shall be soft red winter wheat; shall contain not more than 8 per cent of white winter wheat. It may be damp, musty or dirty, but must be cool, and weigh not less than 50 lbs. to the measured bushel.

## HARD WINTER WHEAT.

No. 1 Hard Winter Wheat—Shall include all varieties of pure, hard winter wheat, sound, plump, dry, sweet and well cleaned, and weigh not less than 61 lbs. to the measured bushel.

No. 2 Hard Winter Wheat—Shall include all varieties of hard winter wheat of both light and dark colors, dry, sound, sweet and clean, and weigh not less than 59 lbs. to the measured bushel, and shall contain not more than 25 per cent of red winter wheat.

No. 3 Hard Winter Wheat—Shall include all varieties of hard winter wheat of both light and dark colors, not clean or plump enough for No. 2, and weigh not less than 56 lbs. to the measured bushel, and shall contain not more than 25 per cent of red winter wheat.

No. 4 Hard Winter Wheat—Shall include all varieties of hard winter wheat of both light and dark colors. It may be damp, musty or dirty, and weigh not less than 50 lbs. to the measured bushel, and shall contain not more than 25 per cent of red winter wheat.

## RULE 3—SPRING WHEAT.

White Spring Wheat—The grades of Nos. 1, 2, 3 and 4 white spring wheat shall correspond with the grades of Nos. 1, 2, 3 and 4 spring wheat, except that they shall be of the white variety.

## RULE 4—MIXED WHEAT.

Mixed Wheat—In case of an appreciable mixture of hard and soft wheat, red and white wheat (except as provided in the rule of hard winter, red winter, white winter and northern spring wheat), durum, and spring wheat, any of them with each other, it shall be graded according to the quality thereof, and the kind of wheat predominating, shall be classed as No. 1, 2, 3 and 4 mixed wheat, and the inspector shall make notation describing its character.

## RULE 9½—MILLO MAIZE.

No. 1 Milo-Maize—Shall be mixed milo-maize of choice quality, dry and well cleaned.

No. 2 Milo-Maize—Shall be mixed milo-maize, sound, dry and clean.

No. 3 Milo-Maize—Shall be mixed milo-maize, not dry, clean or sound enough for No. 2.

No. 4 Milo-Maize—Shall include all mixed milo-maize that is badly damaged, damp, musty or very dirty.

Milo-Maize that is wet or in heating condition shall not be graded.

## RULE 10½—KAFFIR CORN.

No. 1 White—Shall be pure white kaffir corn of choice quality, sound, dry and well cleaned.

No. 2 White—Shall be seven-eighths white kaffir corn, sound, dry and clean.

No. 3—White—Shall be seven-eighths white kaffir corn, not dry, clean or sound enough for No. 2.

No. 4 White—Shall be seven-eighths white kaffir corn that is badly damaged, damp, musty or very dirty.

No. 1 Red—Shall be pure red kaffir corn, of choice quality, sound, dry and well cleaned.

No. 2 Red—Shall be seven-eighths red kaffir corn, sound, dry and clean.

No. 3 Red—Shall be seven-eighths red kaffir corn, not dry, clean or sound enough for No. 2.

No. 4 Red—Shall be seven-eighths red kaffir corn that is badly damaged, damp, musty or very dirty.

No. 1 Kaffir Corn—Shall be mixed kaffir corn of choice quality, sound, dry and well cleaned.

No. 2 Kaffir Corn—Shall be mixed kaffir corn, sound, dry and clean.

No. 3 Kaffir Corn—Shall be mixed kaffir corn, not dry, clean or sound enough for No. 2.

No. 4 Kaffir Corn—Shall include all mixed kaffir corn that is badly damaged, damp, musty or very dirty.

Kaffir corn that is wet or in heating condition shall not be graded.

The wheat rules are more exacting than heretofore in that in the case of mixtures of hard and soft wheat, the true character of the wheat will be shown.

The rules are a long step toward the definitions of the Uniform Grade Rules of the Grain Dealers' National Association, consideration of which, it is understood, the Board of Trade Grain Committee and the Railroad and Warehouse Commission will formally take up for consideration shortly, or before the next meeting of the National Association at Indianapolis.

The Kaffir Corn Rules are entirely new, and are made necessary owing to the volume of that grain now coming to the Chicago market.

## L. L. DRULEY.

Among the capable and experienced grain men whom the house of J. H. Dole & Co., Chicago, has been taking unto itself of late, to represent it in the country, among the buyers and shippers of grain, we note this month the name of L. L. Druley,



L. L. DRULEY.

of Estherville, Iowa, a man who has the training of the country shipper "from the ground up."

Having had five years' experience in the grain business in Illinois as bookkeeper and weigher for a country firm operating two elevators, and having subsequently been for some time weighmaster and timekeeper for an oatmeal mill near Chicago, Mr. Druley, in 1893, removed to Estherville, where for two years he was engaged in the business at the country station. He was then elected assistant cashier of the Estherville State Bank, a position he held for five years. At the end of that time he purchased a grain elevator which he operated on his own account for five years before buying a second house, which he operated for four years, or until October, 1908, when he sold both elevators and took a position with Greig & Zeeman, of Estherville. This

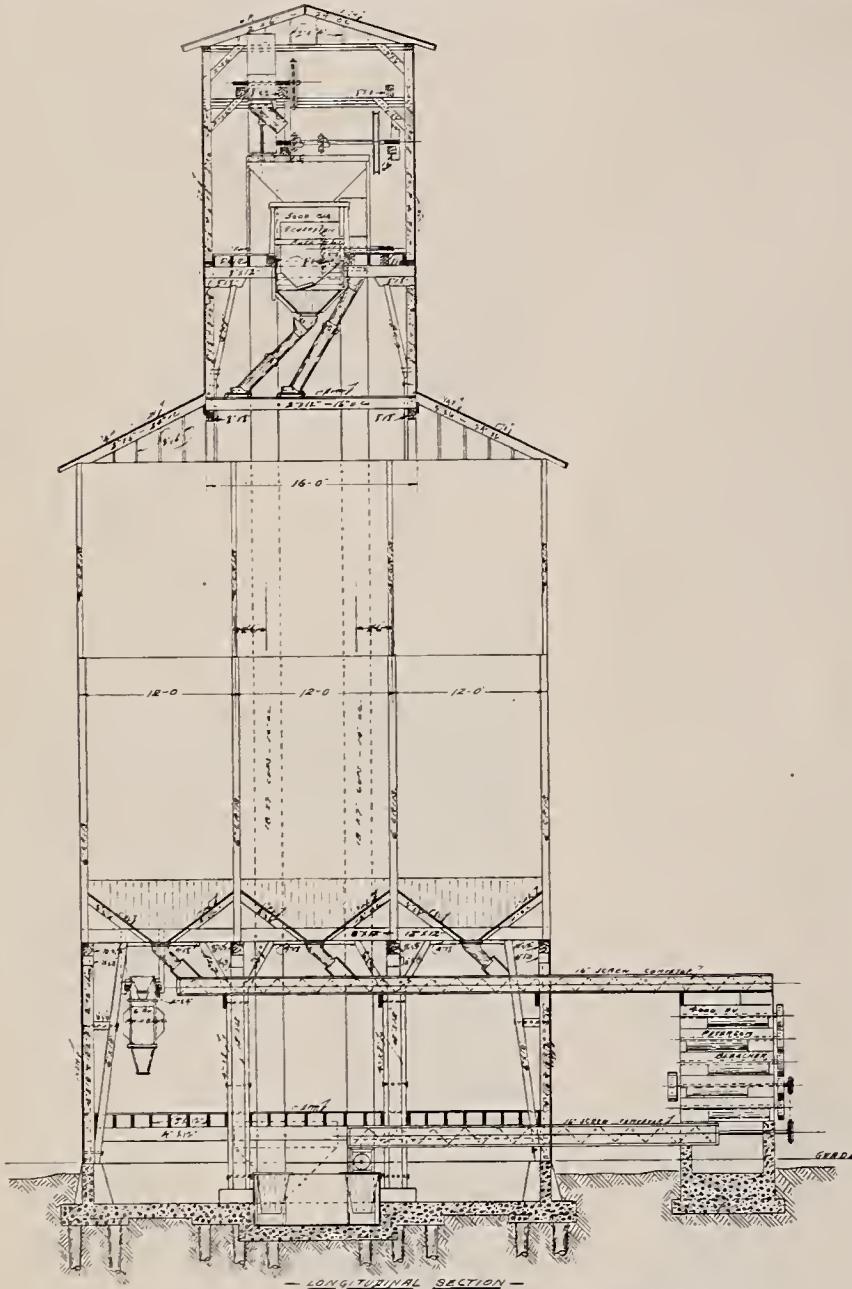
connection he resigned in June last to represent J. H. Dole & Co., in South Dakota and Minnesota.

Mr. Druley's experience with and knowledge of conditions in the Northwest will undoubtedly be of value to both his house and its patrons; so that the new connection will be materially beneficial.

#### NEW ELEVATOR FOR CAIRO, ILL.

The accompanying cuts represent the cross sections of the proposed new elevator to be built at Cairo, Ill., by Thistlewood & Co., from plans made by the Burrell Engineering and Construction Company of Chicago. Messrs. Thistlewood & Co. are now doing only a warehouse business, and this house is being erected to permit widening the scope of their activities.

The new elevator will be modern and up-to-date



—PLAN NO 253 — 103 NO —

THISTLEWOOD & CO.'S ELEVATOR AT CAIRO, ILL., PLANNED BY THE BURRELL ENGINEERING AND CONSTRUCTION COMPANY.

in every respect and will equal any elevator in Cairo so far as the convenient and economical handling of grain is concerned.

The equipment will include a Peterson Purifier, with the necessary conveyors to and from same; one Burrell Single-Shaft Car Puller located on the working floor, while above this floor will be located one pair of automatic power shovels. There will be also a Fairbanks Automatic Scale supported on tracks above the floor. In the cupola will be located a 5,000-bushel Richardson Automatic Grain Scale.

The grain will be handled through two legs, each fitted with 18x7-in. elevator cups.

The power will be furnished by a 40-horsepower Fairbanks Gasoline Engine located in a concrete power house which will be placed ten feet from the elevator.

At a meeting of thirty elevator firms at Minneapolis, the guaranty insurance on their employees was changed from a local to a Baltimore company. The premiums amount to about \$60,000 annually.

#### INDIANA GRAIN DEALERS.

The usual mid-summer meeting of the Indiana Grain Dealers' Association was held at Indianapolis on June 23. The weather was hot, but the attendance was fairly good notwithstanding, as will be seen in the "Notes" from the list of those present.

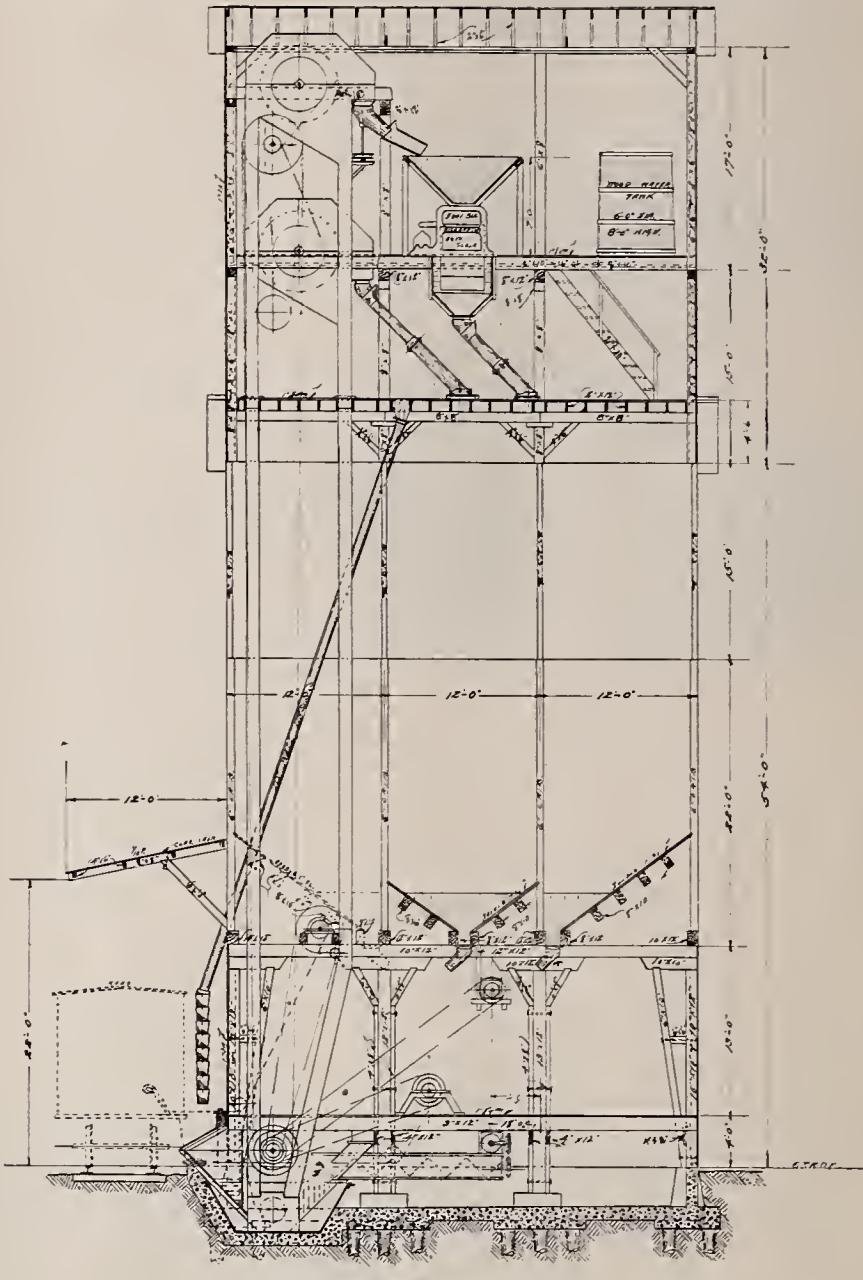
The first session was called to order by President W. B. Foresman in Board of Trade Assembly Hall at about 11 o'clock, the first item on the program being the president's address, as follows, J. M. Brafford, vice-president, occupying the chair:

It certainly affords me great pleasure in having the honor, as President of the Indiana Grain Dealers' Association, to address you. Although this has not been a pleasant and prosperous year to many, still you emphasize your interest in association work by your presence at this meeting; and I trust this interest may grow more and more each year.

I regret that more of you were unable to attend the Illinois meeting and to have seen the interest

I am not disposed to believe that this lack of support is due to the parsimoniousness of the average grain dealer, for as a rule he is quick to appreciate a good thing and is not afraid to invest his money when there is a fair show of good returns. It looks to me as though the dealers remaining outside the pale of organized effort are either simply dilatory in affiliating with us, or fear that they will be criticized by their farmer friends and customers. Every one of the grain trade associations is organized primarily for the promotion of the interests of all. There is not a selfish principle to be found in the constitution or by-laws of any of them. The supporters give up their money and help the entire trade, and every one engaged in the business shares the benefits of the work, so that the non-members not only should be glad to accept the first invitation to join with their brother dealers in promoting common interests, but they should be more than willing not only to join the association, but to induce others to do so.

Look back upon the conditions of the trade in 1896, thirteen years ago; see what it was at that time. No grade rules; no arbitration; no trade journals. Ah! I fear there are but few of us that appreciate the benefits of our Association, and I



shown by all members. Their attendance amounted to some 450 members, while their entire membership is only 531, and at present in their treasury they have over \$1,700 for the betterment of the association.

While it was very pleasing to see that the Illinois association is having its share of prosperity, I am glad to state here this morning that the grain trade throughout Indiana, too, is in a very good condition, as most of the dealers have begun to realize that it is as necessary for them to be organized. While we are criticized somewhat by our farmer friends for belonging to these organizations, still the majority of good, level headed business ones are fast becoming convinced that those connected with such associations are benefited, the farmers are at the same time receiving aid.

The greatest trouble often is with ourselves, as so many of us pay little attention to association work and depend largely or in most cases wholly on our fellow dealers keeping it up. Many of the grain trade associations experience difficulty in raising enough money to pay legitimate running expenses so that its value to the trade must be doubled by many dealers. If even 50 per cent of the grain trade would support the organizations now in existence at the established dues, the Association would be in position to carry on twice as many campaigns in the interest of all members of the trade as they do at present, and every campaign could be conducted vigorously and with less regard to the cost of doing so.

I am confident that if our farmer friends but knew the millions of dollars our labor in such organizations has made for them, they would say "Amen." The small dealer as well as the larger one is receiving treatment from the railroads and terminal markets that is but fair and honest.

I fear that each of us depends too largely on the efforts of our fellow dealers in keeping up this work and take for granted we have done all that is possible to do. Not so; we have only touched some of the high points. There is still more to be accomplished, and while the work we have done is certainly commendable in the highest terms, let each one do his duty and try to better the organization, for while we are now taxed to our utmost to care for the vast amount of grain that is being produced throughout the state, one of the best in the universe, still production is only in its infancy. What can we leave to posterity that will better enable them to handle the vast amount of grain that is being produced annually?

The most of us will have to admit that this organization has done more to improve conditions, but only a little as compared with what is necessary to be done to meet the situation confronting the generation unborn.

In the great struggle to meet the emergencies of the future this Association has a part to perform and now, gentlemen, let us all do our utmost to make the Indiana Grain Dealers' Association one of the best organizations of its kind.

The report having been ordered placed on file, the chair then named Geo. Woods, Chas. Seward and (later) C. B. Riley as a committee on resolutions.

#### ON THE SUBJECT OF SCALES.

President Foresman: We have with us this morning Mr. S. S. Morgan, of the Fairbanks-Morse Co., who will address you now on the subject of "Scales." [This paper appears in full on another page of this number.]

#### ON COOPERING CARS.

President Foresman then introduced Warren T. McCray, of Kentland, who read the following paper on the subject of "Coopering Cars":

There has probably never been a time when, from a financial point of view, the subject of the cooperage of cars was more important to the grain trade at large than at present. The high prices for all kinds of grain for the past year or two have increased the losses from this source until they form no small part of the drawbacks to the business.

It is certainly most annoying and vexatious to weigh carefully your grain at home, load it into the car and ship it to a market, and have the returns come back short of your weight, bearing the notation on the weight certificate, "Grain Door Leaking." This necessitates the filing of a claim against the railroad company, which may or may not be paid, but if paid it is usually after a tedious and prolonged delay.

The fault of leaking cars can usually be traced to two causes: First, the policy of some railroad of allowing its equipment to become so run down that it is almost impossible to discover and repair all the cracks. Second, to the carelessness and oversight of the man who prepares the car for loading. Many times the blame for leaking cars is laid to the first cause, while in reality it is chargeable to the latter.

When cars are as plentiful as they have been the past year or so there is not much excuse for loading those unfit for grain. Of course this does not apply to the times when cars are scarce and the shipper is driven to the necessity of using anything that comes along in the shape of a box car.

This question has become so serious as to attract the attention of the traffic departments of all the grain-bearing railroads entering the city of Chicago. In order to try to devise some means to overcome so far as possible this annoying and wasteful practice a conference was held last February between the Weighing Department of the Chicago Board of Trade and the representatives of the various railroads, and they sought to adopt such measures as would improve the present conditions as to the matter of equipping and coopering the grain-bearing cars.

At that conference the following statement was made by a deputy of the Weighing Department which clearly sets out the conditions of the equipment of cars which came under his observation:

"Deputy Kefer:—It would be extremely difficult for me to determine the responsibility for the majority of the leakages of grain occurring while the grain is in transit. It must be admitted, however, that the railroads are alone to blame for defective cars, whether such defects are due to accidents or to faulty construction. I am of the opinion that car designers are not aware of the large percentage of cars that leak grain. Before calling attention to the weak points in construction, as indicated by my examination of cars, I want to refer to new equipment. Take, for example, the new 100,000 pounds capacity cars put out by the Pennsylvania Railroad a few years ago. These cars, although strongly built and of good appearance, and no doubt the pride of the designer, are, as grain carriers, complete failures. The weak place from a grain point of view, is the ends. Grain in these cars invariably leaks between the last four boards at each end, and the sheathings, and also through the bolt holes over the transoms. As a matter of fact, the ends of all cars as often constructed are frequent causes for leakage. This is even true of many steel-framed cars. Inasmuch as this condition is now, and always has been, prevalent, it would seem that it is about time for the car designer and the car builder to take measures to guard against these losses, not only in the future car, but they should also adopt some scheme to prevent such leakage in the equipment now in use. Similarly should they act with reference to the sides of cars along the sills. Leakage here is a very serious matter to both the railroad and the shipper. And, too, the builders should use more care in fitting in the car floor. Brand new cars repeatedly leak on account of the floor plank over the bolster being too short. Preventative measures at the various points I have indicated, together with much stronger door and end posts, should eliminate, aside from grain-door losses, most of the equipment leakages."

For several years past the Weighing Department of the Chicago Board of Trade has been conducting a campaign of education in the endeavor to overcome the carelessness of many shippers, and if possible to eliminate the enormous waste of grain resulting from the improper cooperage of cars. I am indebted to that Department, which is doubtless the best organized and most reliable of any market in the United States, for many facts which will show with remarkable clearness that much can be done by the loader to correct this waste.

During the first eight months of 1907, from a carefully kept record in its office, it appears there arrived at the different unloading and transfer points in Chicago 5,550 cars leaking at grain doors alone. It also shows that during this same period there arrived 14,780 cars leaking from defective

coopered boxes. Out of this number 4,643 were leaking from the end and 932 were found to be leaking at the king bolt. Leaks caused by defective door posts are frequent and usually serious. A most careful examination of these posts should therefore be made before loading with grain. The report also showed that costly leakages are often caused by loose sheathings. From the records it appears that during the time alluded to nearly five thousand cars arrived leaking at the side. The authorities of that Department say that the proportion of cars arriving in a leaking condition is increasing, which can probably be accounted for in the increased capacity of the box without a corresponding increase in the strength and security of every part.

The doorway of our large cars has been increased about one-third, which means that a door should be used considerably more than one-third stronger than the door of the past. Many railroads are beginning to realize the importance of using stronger and better lumber for their doors, but some still continue to use light, flimsy material which certainly is considerably more expensive in the long run.

It seems that the average shipper does not begin to realize the importance of this detail in his business management. Notwithstanding a great deal has been said, there is really nothing that can be added that is not entirely familiar and readily conceded by every shipper in the land. At the same time the carelessness continues and irreparable loss is sustained.

At our own transfer elevator we unloaded between the dates of May 19th and June 3rd, of the present year, 135 cars of corn. We have a careful system of checking cars for leaks, and an inspection is made by a careful and conscientious man. Our records show that out of the above number 37 cars were in leaking condition on arrival. This, despite the fact that we have repeatedly urged our shippers to use the utmost care and vigilance in preparing their cars for grain. We all know there is room for much improvement along these lines; and as a remedy for the ills we suffer I would submit to you a chapter taken from "The Shippers' Manual Digest from Weighing Department Experiences of the Chicago Board of Trade." Mr. H. A. Foss, Chief Weighmaster of that Department, has made a thorough and painstaking endeavor to correct prevailing negligence among shippers and offers suggestions on how cars should be coopered. [Copies of the pamphlet may, we believe, still be obtained by addressing Mr. Foss.]

The cooperage of cars is generally considered so commonplace that it does not usually receive the attention that it should from those upon whose shoulders the loss ultimately falls. These losses, while small and insignificant in each case, yet in the aggregate of a year's business would startle almost any shipper if confronted with a statement of their amount. It is usually the small details of any business that determine the profits in the end.

While I realize that this subject is one that has practically been worn threadbare, yet it certainly deserves more than a passing thought, and if I have suggested anything that might cause any shipper present to be more careful in overcoming this fruitful source of annoyance and loss of profit I will be more than pleased.

Mr. Foresman: Now, gentlemen, we are ready for any discussion which may come up. We have the "Question Box" this afternoon. Any one is permitted to bring up anything pertaining to the grain trade, and if any one feels any hesitancy about asking questions, they can be placed in the box.

I am glad to see so many shippers present this morning. I see the majority in the room this morning are shippers. We hope you will be interested in this program and be here promptly at 2 o'clock this afternoon.

Mr. Goodrich: I have been trying to recall the first meeting we had, about sixteen or seventeen years ago, at Muncie. I want to congratulate the president on this attendance. I do not think we have ever had as many actual shippers in our meetings, and it speaks well for the association.

On motion adjourned for dinner.

#### AFTERNOON SESSION.

The meeting being called to order, Mr. Foresman said: Mr. A. F. Files is first on the program, but as he is not in the room, we will hear an address on "Freight Rates," by Mr. S. S. Reeves, chief rate clerk, C. C. & St. L. Ry., Indianapolis, Ind. Mr. Reeves' paper was as follows:

It is a pleasure indeed to be called upon to furnish the Indiana grain dealers and others interested with information as to the best method to secure rates from the railroad companies with which you may move your grain at the best rates obtainable.

The grain trade is considered by the railroads as one of their most voluminous commodities, which moves at all seasons of the year, and they do all in their power through their officials and subordinates to cover thoroughly the entire country with rates on grain and grain products, and with such rates as are satisfactory to the shippers, receivers and themselves. This, however, is no easy task, and the tariffs carrying grain rates are often criticized, simply on account of the tariff not reading as

plainly as it is thought it should read and because it may be a little difficult to interpret. This, I assure you, was not the intention of the railroad making the tariff, but to the contrary, all tariffs are made as plain and as specific as possible so that they may be read and interpreted by the shippers and receivers.

As you are all aware, the movement of grain shipments creates more complication than any other commodity which we could name, and if a tariff could be arranged to satisfactorily meet the demands of the general movement of grain and also cover all emergency cases and complications, in the way of reconsignments, diversions, etc., and no one could find a flaw, or no criticism could be made upon it, that tariff would be as valuable as the grain crop—to the railroads and others interested.

The rules as prescribed by the interstate and state railroad commissions, governing traffic, are strictly observed by the railroads when compiling grain and other tariffs, and these rules do not permit any ambiguous notes or rules to be placed in tariffs, but the rules of the commissions do not prohibit a different construction or interpretation to be placed on the rates and rules carried in a tariff, other than what was originally intended.

The only correct interpretation to be obtained is from the line issuing the tariff, and the railroads are prepared to interpret the rules and rates contained in their own tariffs. When the true meaning is outlined there is little doubt, but the interested shippers or receivers will be perfectly satisfied. The railroads' method for handling requests for rates cannot be improved upon, and I desire to make clear the correct course to pursue to secure rates and other information as speedily as possible. A shipper who does not possess a tariff which would carry the rate to apply on his grain or if he has a tariff and is in doubt as to the rate should make application to the railroad agent at his station, who has tariffs applying from his station and who has been instructed to furnish rates applying from his station, and if doubt still exists the agent should be requested to refer the rate to the traffic official in charge of his territory for confirmation. These officials are located on the division of the line adjacent to the originating point and can be reached by wire within a very short time, and there will be no delay whatever, as the G. F. A., A. G. F. A., D. F. A. and G. A. offices are equipped with rate men who are capable of handling the rates contained in their own tariffs.

The railroads have also provided at various points on their lines a complete line of tariffs of their own issue, and all tariffs issued by other lines, in which they are interested. These points on the C. C. C. & St. L. Ry. are Cleveland, O., Cincinnati, O., Chicago, Ills., St. Louis, Mo., and Indianapolis, Ind. This also applies to other lines which enter these points, and any information with reference to grain rates can be secured upon application to the official in charge of the office at these points—at Indianapolis, Indiana, Mr. Ford Woods, A. G. F. A.

This method is very simple and the desired result can be obtained in every case and with much more satisfaction to all concerned, when the shipment is moved on the correct tariff rate and the shortest route via which the rate can be applied.

What is the lawful rate to be applied? When controversy arises, there is only one legal rate and that is the rate published in the tariffs of the railroad companies, properly filed with the railroad commissions. Regardless of the fact that a rate may be erroneously quoted by a representative of a railroad, either verbally or in writing, the railroads stand by their published tariffs, and why should not the public? At times the question is asked as to the legal rate to apply, which is published in tariffs, that applies in connection with more than one line. Actual experience has shown that any effort to publish specific rates on any commodity to and from all points is almost impossible, and a long and short haul clause inserted in the tariffs was not satisfactory to either the public, the railroad or the railroad commissions. To meet this condition a rule or clause was made and inserted in the commodity tariff called the intermediate clause, which reads, "Where no specific rate is published from a given point to another point, the rate to apply will be the rate published to the next point beyond."

To arrive at this rate the route the shipment travels must be considered and the junction through which the shipment moves from one road to the other. This may be a little difficult for a shipper to determine, but this information can easily be obtained from the official in charge of the territory in which the shipment originates.

It is a rare case indeed when there is a disagreement between representatives of one company as to the correct rate to apply as published in their own tariffs. There may be cases where the rate published by another line could not be protected by all the carriers to an intermediate point, but these are rare. The Interstate Commerce Commission ruling that the shipper as well as the carrier is bound to know the legal rate, is a well-balanced rule, as all the necessary facilities for furnishing rates to the public have been provided and the tariffs and interpretation of same can be had for the asking. It appears to me as an unreasonable demand to penalize the railroads or its representatives when a tariff is improperly construed either by the public or a representative of a railroad company.

Mr. Foresman: Is there any question that you would like to ask Mr. Reeves? Now is the time for it.

#### BOOKKEEPING FOR COUNTRY DEALERS.

No question being asked, President Foresman said: Mr. Files's address is on "Bookkeeping for

County Dealers." This is something I think we are all interested in, as the arbitration committee say they have papers filed by the country dealer that they can not make "head or tail to." We have given this subject to Mr. Files as we thought it would interest most of the country dealers. [Mr. Files's paper appears on another page.]

Mr. Foresman: There are two questions in the Question Box, to-wit: (1) "Why does it take No. 1 hay to grade No. 2 in Cincinnati, Ohio?" and (2) "Why is not government inspection the best for shippers and receivers alike?"

Mr. Foresman: Is there anyone here from Cincinnati that can answer this question? The second question has been discussed a great deal in these meetings.

The discussion being spiritless, the chair called on Mr. Woods, chairman of the resolutions committee for his report.

#### RESOLUTIONS.

Mr. Woods: I wish to thank a number of gentlemen for assisting in getting up these resolutions.

The following resolutions were then read and adopted:

#### ASK ADOPTION OF UNIFORM RULE.

Whereas, The Indiana Grain Dealers' Association is affiliated with the Grain Dealers' National Association; and

Whereas, The Grain Dealers' National Association has adopted a code of uniform inspection rules; and

Whereas, The Indiana Grain Dealers' Association in convention assembled has approved these uniform inspection rules; and

Whereas, Certain boards of trade and exchanges throughout the country have not as yet adopted these uniform inspection rules; be it

Resolved, That the Indiana Grain Dealers' Association in convention assembled request such boards of trade and exchanges throughout the country as have not as yet adopted these rules, to adopt them at their earliest convenience; and be it further

Resolved, That the secretary of this Association file with the secretary of the Grain Dealers' National Association, also the secretaries of the various boards of trade and exchanges, a copy of this resolution.

#### DENOUNCE DOCKAGE FROM SHORTAGE CLAIMS.

Whereas, The Pan Handle Railroad and some other grain carriers of the Central Freight Association territory are now insisting upon shippers allowing a deduction of one-half of one per cent from their shortage claims before settlement, which in our estimation cannot be justified or defended; therefore be it

Resolved, That the Indiana Grain Dealers' Association in convention assembled at Indianapolis, this 23rd day of June, 1909, hereby most vigorously protest against rail carriers insisting upon deduction from the shortage claims, account of "Natural Shrinkage," "Variation in Scales" or any other flimsy or unreasonable excuse which they may devise.

#### MINIMUM MOVEMENT OF LOADED CARS.

Resolved, That it is the sense of this Association that the Grain Dealers' National Association take up again with the Interstate Commerce Commission the question of the minimum movement of loaded cars per day; and, further, it is the sense of this Association that this agitation should not cease until there is an effective ruling by the Interstate Commerce Commission, or a law is written in our statutes requiring railroad companies doing an interstate business to move all loaded cars at least 100 miles every 24 hours.

#### PREMIUM FOR THE "OR BETTER" GRADES.

Whereas, Shippers of grain when selling in terminal markets are universally subjected to a discount when the grain fails to grade contract; therefore be it

Resolved, That we demand as a matter of justice that a premium proportioned on the same basis as the discounts be paid on all grain grading better than contract.

#### DEATH OF M. C. BURT.

Resolved, It is with profound sorrow the Indiana Grain Dealers' Association learns of the death of Mr. M. C. Burt, who has long been a faithful, consistent member, and an efficient painstaking officer. In the death of Mr. Burt the organization loses a conscientious adviser and the community in which he lived a merchant of high character and standing; one esteemed alike by his competitors and patrons. We recommend the emulation of his high ideals to brother members, be it

Resolved, That a copy of these resolutions be forwarded to his family.

#### PROTEST AGAINST UNIFORM BILL OF LADING.

Whereas, The railroads of the country are forcing upon grain shippers the so-called Uniform Bill of Lading which contains many unreasonable provisions that are decidedly burdensome to the grain trade; therefore, be it

Resolved, That the Indiana Grain Dealers' Association in convention assembled at Indianapolis, the 23rd day of June, 1909, does hereby protest against the continued use of the present form and petition the Interstate Commerce Commission to recommend a form which will protect the interests of the grain shippers of the land.

#### MEMBERSHIP.

Resolved, That we congratulate the Indiana Grain Dealers' Association on having an increased membership and the splendid attendance and interest here today.

W. W. Alder: Does Mr. Files think this system of bookkeeping good for all purposes for the country dealer?

Mr. Files: It has been our experience that it works all right. We have used it for about six years.

Mr. Alder: The way I feel about bookkeeping. I do not think any one should be engaged in any business unless he can keep a record of his business, not only so he can understand it but that others also can. Bookkeeping is merely a sensible way of keeping your records satisfactorily, and that is about all there is to bookkeeping. I do not understand much about the science of bookkeeping, but if this system, and no doubt it is a good one, is good for a small business as well as a large one, so that you may know just how you stand, it is probably all right.

The meeting then stood adjourned sine die.

#### CONVENTION GOSSIP.

A. C. Gale of Gale Bros. Co. represented the Cincinnati market.

D. R. Hamilton of Ballard & Ballard Co. was present from Louisville, Ky.

E. C. Hicks of Hicksville and H. W. Kress of Piqua came over from Ohio.

J. A. A. Geidel of D. G. Stewart & Geidel, F. L. Davis and Jos. A. McCaffrey were in attendance from Pittsburg.

Illinois visitors were Tom Abrams of Tuscola; J. C. Collins, Garrett; H. C. Clark, Augusta; D. L. Moberly, Windsor.

Michigan was represented by T. W. Swift of McLane, Swift & Co., Battle Creek, and C. E. Patterson of Patterson, Noyes Grain Co., Albion.

Arthur R. Sawers, wife and daughter Helen and Master Arthur, made the trip by automobile, stopping at Mr. Sawers' old home, La Fayette, on the way.

It was the home of the Grain Dealers' National Mutual Fire Insurance Co. and souvenirs of the occasion were distributed by Secretary C. A. McCotter, A. E. Sinex and I. C. King.

The interests of the Kennedy Car Liner, which is becoming very popular with the trade generally as one of the solutions of the shortage problem, was looked after by Fred W. Kennedy, P. G. Hunker, Jr., and E. Wilkes.

The representation from Chicago was larger than usual, consisting of Arthur R. Sawers, W. M. Hirsch with J. C. Shaffer & Co., C. W. Hohendohl with Rosenbaum Brothers, A. E. Hartley with Sam Finney, J. C. McGinnit with E. W. Wagner, W. W. Mudge with Young & Co.

Elevator machinery men in attendance were: B. D. Heck of Philip Smith Mfg. Co., Sidney, Ohio; F. H. Morley, representing Avery Scale Co., No. Milwaukee, Wis.; J. H. Pank and C. L. Hogle, with Invincible Grain Cleaner Co., Silver Creek, N. Y.; A. S. Garman, with Huntley Mfg. Co., Silver Creek, N. Y.; C. E. Downey, with Richardson Scale Co., New York; L. J. McMillan, of the Reliance Construction Co., Indianapolis, Ind.

Indiana Shippers in attendance were as follows:

B. Taylor, Lafayette; E. A. Feight, Frankton; C. G. Egly, Berne; W. W. Alder, Lafayette; J. R. Barr, Earl Park; J. T. Wellington, Anderson; C. F. Seward, Galveston; E. W. Phares, Tipton; Warren T. McCray, Kentland; R. C. Jenks, Glenwood; P. E. Goodrich, Winchester; Cloyd Loughry, Monticello; T. Kirkpatrick, Raub; E. L. Harris, Green castle; J. S. Hazelrigg, Cambridge City; R. Alexander, Buck Creek; S. D. Bailey, Wanatah; A. E. Waltz, New Palestine; W. Witt, Lebanon; W. P. Randall, Ingalls; Tom Morrison, Kokomo; H. Murray, Goodland; J. K. Henkle, Rushville; W. A. Feight, Parker City; S. W. Gauntt, Earl Park; W. B. Foresman, Lafayette; W. W. Canine, Clinton; W. Donlin, Delphi; C. M. Barlow, Kokomo; J. J. Anderson, Carthage; D. L. Barrett, Greenfield; J. C. Batchelor, Sharpsville; M. L. Conely, Frankfort; E. E. Elliott, Muncy; R. F. Gavin, Poneto; E. Martin, Walcott; J. A. Rice, Frankfort; J. P. Shoemaker, Daleville; E. E. Studebaker, Bluffton; E. Taylor, Montmorenci; E. M. Wasmuth, Roanoke; W. M. Bosley, Milroy; H. L. Brown, Auburn; S. P. Cunningham, Kentland; B. F. & T. C. Crabb, C.

Crawfordsville; F. G. Heinmiller, Lafayette; I. M. Phillips, Walton; C. B. Riley, Rushville; T. O. Stanley, Lyon Station; F. Strange, Frankfort; Geo. C. Wood, Windfall; J. C. Young, Frankfort; B. Fox, Tipton; S. Miller, Mulberry; E. Morris, New Castle; J. Mouch, Mooreland; O. J. Thompson, Kokomo; F. C. Williams, Crawfordsville; L. Thomas, Willow; J. Rauschart, Cassville; P. E. Engle, Albany; E. W. Moore, Hamlet; W. Robinson, Clinton; M. Schnable, Lafayette; E. K. Sowash, Middletown; A. Thomas, Kennard; A. P. Watkins, Lincoln; R. M. Wallace, Frankfort.

#### GEORGE E. PIERCE.

Few names of those engaged in the grain and elevator business at Buffalo are more familiar to the trade than that of George E. Pierce, who for a dozen years or more was connected with the Kellogg Elevators, during which time the Kellogg Company conducted its memorable combat with the Eastern Trunk Lines and the Western Elevating Association for freedom of action and freedom of the port from associated dictation as to the elevation and routing of grain east of Buffalo,—a struggle in which the Kellogg Company were quite successful.

At April 1 of the present year Mr. Pierce became manager of the Monarch Elevator, a steel house of



GEORGE E. PIERCE.

450,000 bushels' capacity, and of the new Wheeler Elevator, a concrete house of 750,000 bushels' capacity, now in course of construction. Mr. Pierce is owner also of the Evans Elevator, a well-known Buffalo house. With these various properties and extensive and varied facilities under his management Mr. Pierce and his companies are able to give the trade any class and kind of service demanded. His office is at 721 Chamber of Commerce.

The Mexican duty on wheat has been restored, it appearing that the wheat crop of the Republic is larger than anticipated.

The progress and sudden prosperity of the Buenos Ayres Cereal Association affords abundant proof of the importance of good leadership. The difference between the boards this year and last year is almost microscopical, but the change in chairmanship has altered the whole trend of affairs. The average trade transacted daily is between 10,000 and 20,000 quarters, and on this basis we calculate that the loss on the previous year's working (in which appear the initial expenses) will be worked off by the close of June, says the Argentine Times of April 19. Interest in the option market is growing day by day, and many of those who have consistently opposed the system now seem inclined to change their opinion and to concur in the general verdict. New buyers and sellers appear daily, and business naturally steadily increases. Even though operations continue at the present level, and we opine that they are more likely to increase instead of diminish, the shareholders will probably receive quite a respectable return on their investment at the close of the year.

## GRAIN SCALES: THEIR INSTALLATION AND MAINTENANCE.

BY S. S. MORGAN.\*

It is a safe proposition that the grain dealer's good name is just as dear to him as that of any other man and that his reputation is just as valuable as a business asset. It is equally safe to say that the grain dealer's pocketbook and bank account come in for just as much thought as if he stood at the head end of some other business. If there is any part of the grain man's necessary equipment which stands as the guardian of both his reputation and his pocketbook it is his weighing apparatus. If he gives short weights, or if his customers get the notion that their weights are short, the reputation suffers. If the scale runs the other way, the pocketbook suffers. Between the devil on one side and the deep sea on the other, it is not surprising that scale equipment, its character and maintenance, should be a decidedly live issue.

There are probably just as many grades of scales as there are of grain, but unfortunately there seems to be a bigger market for no-grade scales than for no-grade grain. It does not seem the proper place nor time to enter upon a discussion of the merits of one scale against another; many scales have reasonable claims to merit. The construction of scales is simple and easily understood by any one who will give it a little thought. Information as to the construction of scales is easily obtainable; and if an intending purchaser avails himself of this information and sifts it carefully, his own judgment cannot lead him far astray. It cannot be said that all scales are good nor yet that they are all bad. It is certain, however, that some are better than others, and it is equally certain that a good name is a fairly reliable index of the quality of the goods behind the name.

The great terminal elevators to which most of your product finds its way are designed from top to bottom, both as to building and equipment, by experienced engineers, and are erected by contractors under bond to furnish and turn over the best and most modern plant under a guarantee as to efficiency. No item of expense, however small, which does not carry a corresponding increase in safety, speed or accuracy, is allowed to appear in the estimate or contract; and if you gentlemen could see the blue prints, the specifications, the structural material, and the scales themselves which handle your grain, you could not fail to be impressed with the idea that whoever designed and installed such massive equipment did not propose to take any chances that errors, either in design, installation or operation, might ever call results into question.

Scales are manufactured by people who make that their exclusive business; and it is fair to assume that (at least, with the best known makers) they have filled their factory with reliable machinery and appliances and experienced men; and that for the protection of their reputation and the profitable continuation of their business they will maintain a certain uniform standard of excellence and reliability.

The size of vehicles, from wagons to railway cars, fixes to a large extent the size of scales; and on account of transportation restrictions no way has been found to manufacture, for instance, a 4-ton wagon scale and ship it from the factory, self-contained and set up ready for service. The ordinary practice is for the scale manufacturer to furnish the levers, weighing beam and connections, and a blue print and bill of material from which the purchaser supplies and assembles the foundation and the timbering of the platform. There is much reason for believing that the work of preparing the foundation, framing the timbers and assembling the scale is not always done with as much care as is used in manufacturing the scale itself; but as the foundation and timber platform become a part of the weighing apparatus after it is assembled, the result of carelessness in erecting affects the scale just as much as an actual defect in its man-

ufacture. Many scales which are themselves capable of giving entirely accurate weights do not do so because of improper erection.

Concrete foundations as built today are practically indestructible, if the underlying soil is solid. Timbers, however, do not last forever, and will require replacing at intervals of four or five years. It is highly important that straight, square timbers be used for framing scales, and that the directions furnished by the manufacturer be followed to the letter.

Steel frames and platform girders for wagon scales are now furnished, all of the steel members being cut to proper lengths, punched and accurately fitted ready for installation in the field. These steel frames will outlast three or four timber frames; are always square and true; and keep the scale in much better condition than if framed of timber. With the steel frame, too, the carpenter is required only to saw and nail down the flooring plank, all the rest of the framing being done in the shop. Removal of the scale from the pit is not necessary when the platform is to be renewed. It is not safe to employ a carpenter or mechanic to set a scale without more intelligent and experienced supervision; and it would be profitable for every owner to thoroughly understand in person the plans furnished for erecting scales and if possible be present when they are put together for use, familiarizing himself with the relation of each of the various parts to the others and the office performed by each. Errors made by ignorant or careless workmen could very often be avoided under intelligent supervision. The use of long extensions to place the beam some distance from the weighing platform is not advisable, for the reason that the extension levers are apt to get out of level, due to settling of the scale foundation, building foundation or the supports of the levers themselves. They require an added number of bearings in which wear takes place, and a certain proportion of the weight upon the scale is always required to move these levers. The nearer the weighing beam can be placed to the scale platform the fewer members are required and the less likely the equipment is to get out of order.

When the scale has been properly installed and a new man broken in to look after the weighing, it is essential that some means be employed to keep the scale as nearly as possible up to its original efficiency. As long as the scale weighs right, it of course needs no attention. To ascertain whether it is weighing right it must be tested, and a reliable and satisfactory test can only be made with a sufficient quantity of standard test weights. These are most conveniently made in units of 50 pounds each, and the smallest quantity with which it is safe to test a wagon, or a larger, scale is 2,000 pounds. A single 50-pound test weight is of absolutely no use to show the accuracy or lack of accuracy of a large scale. The finest graduations on an ordinary wagon scale are 2-pound, and the scale will just about turn on this amount when it is new and in good condition. After it has been in service for some time it will require perhaps as much as 5 pounds or more. The scale would have to be in very bad condition if it did not show the weight of a single 50-pound test weight within one mark on the beam, but as this amount is 5 per cent of the weight of the test weight, the possible error on a full load would run into quite a serious amount. Another reason for using a greater quantity of standard weights is that a heavy load on the platform will produce conditions which do not exist without a load or with a light load. A scale may show a 50-pound test weight correctly and may balance perfectly, and at the same time the timbers, bolts or truss rods be in such condition that under a heavy load the platform or levers would spring, producing results very far from correct. After testing each corner of the scale with the weights alone, a loaded wagon should be driven upon the platform and the test repeated on one corner after the other; and if the tests do not show the scale to be accurate within a very narrow margin, the services of a responsible scale mechanic should be employed.

It is not wise to trust your scale to the hands of itinerant tinkers or to mechanics not specially trained in scale repairing. A great many scales have been ruined by the improper shifting of nose irons, grinding of pivots and filing of beams. The manufacture and repairing of scales is a trade which requires careful training and considerable experience.

The scale pit should be kept clean and free from any accumulation of dirt or grain. The pit should also be drained and kept dry at all times. The condensation of atmospheric moisture upon the walls of the pit and the metal parts of the scale will corrode the levers and bearings very rapidly. Trap doors in the platform and neck of the scale which can be opened for ventilation will greatly aid in the prevention of rust.

Even if it were possible by careful supervision, both as to erection and maintenance, to have and keep all scales accurate there would still be an element of much uncertainty in the weighing problem. Many of the men to whose care weighing is entrusted are neither careful nor responsible. Errors in weighing are made many times through lack of a sense of responsibility on the part of the weighmen, and similarly figures are transposed in entering upon books or tickets. Readings taken from scale beams which require loose weights are sometimes erroneous by reason of the mistakes in the number or size of the weights. No man who is not sufficiently trustworthy and intelligent to handle money should be allowed to weigh grain. The consequences of errors of weighing, no matter what their cause, are too serious and involve too much expense and too much trouble to every one concerned to take any unnecessary chances on personal errors. Recording beams are now made for wagon as well as for hopper and railroad track scales. These beams do not usually require the use of loose weights, and record accurately upon a card or ticket the weight at which the scale is balanced. Such devices furnish the careful weighman the means for recording the scale weight at which the beam balances and avoid errors due to transposition of figures or reading the number of weights. Such records are permanent and may be produced in evidence in defending a claim.

Generally speaking, scales located outside of elevator buildings or in driveways, either in connection with wagon dumps or without, require closer attention, more frequent tests and inspection and renewal than those located inside the building, where they are protected against moisture and to a great extent against the rotting and softening of timbers. Grain hopper scales, however, are subject to troubles of their own particular kind, and as much vigilance must be exercised to avoid these troubles as with the outside scales. It costs a good deal less in the first place to set the timber frame for a hopper scale directly upon the cribbing than to run up independent timber supports resting upon a solid foundation. A cribbed elevator, however, will lean in one direction or the other according to the amount and location of grain in the bins. This leaning will throw the scale frame and levers out of level if the frame is set upon the cribbing; and even though it may be adjusted one day to the condition of the building at the time, the scale will change when bins on the opposite side are loaded. This shifting will also affect the clearance between the hopper slide and the spouting, and where the beam is set upon the floor below, the rod connecting the scale with the beam is often brought into interference with floor or spouting. The additional cost of the timbers for supporting the scale independently and the additional time required to go to the scale floor to weigh are usually well invested. A scale does not need to give erroneous weights very long to eat up a good deal more than could possibly be saved by cheap construction.

Automatic scales for the weighing of grain are coming into quite general use. Owing to the added mechanism for admitting and discharging the grain in equal fixed quantities, these scales are somewhat more complicated than those ordinarily used for weighing larger drafts. There is, however, nothing

\*A paper read by the author at the mid-summer meeting of the Indiana Grain Dealers' Association at Indianapolis on June 23, 1909.

about the construction of an automatic scale which cannot be easily understood by any one; and it is of much importance that the arrangement and operation of the scale be thoroughly understood, not only by the man who is to have it in charge, but by the owner. As to the weighing mechanism, the best automatic scales are quite simple; the levers are sealed to a common accurate standard, and provision is made for testing without inconvenience and for resetting as many times as may be necessary during any run. The character of the scale and the location in which it is used make it very unlikely that any repairs to the scale mechanism proper will be required for a long time. On the other hand, the mechanism for opening and closing the gates and operating the dribble stream may require adjustment from time to time as wear takes place. Manufacturers of reliable scales furnish the services of competent mechanics to superintend the installation of the scales and instruct the operator in their handling and adjustment. It seems important that the owner as well as the operator of the scale should receive this instruction and should make himself thoroughly familiar with the arrangement and adjustment of the scale. It is unlikely that the same operator will have charge of the scale from year to year; and unless the owner or some permanent employee does understand it, there are likely to be many errors and much trouble every time a new weighman is to be broken in. The risk of errors in automatic weighing seems to end when the operator gets thoroughly acquainted with his machine.

In comparing automatic scale weights with terminal weights, it must always be borne in mind that at the large terminal elevators a carload is weighed at a single draft, while with an automatic scale as many as 150 or perhaps 200 drafts will be made in loading the same car. Grain varies considerably in density; and if, for instance, the scale is set for 58 pounds of grain during the entire run and one-half of the grain should only weigh 57 pounds per bushel, there would be a difference of 100 pounds between the loading and the terminal weights. The best and most modern types of automatic scales are so easily set that in 30 seconds' time the hopper can be held, tested, and, if necessary, the scale reset for a grain of greater or less density than has already passed. Such scales do not have brains and are not able to correctly set themselves, but they are provided by the manufacturers with every necessary facility for quick and accurate test and readjustment.

It would not be proper to close without referring to the many influences which are at work through the country today and which have for their object the improvement of weighing equipment, conditions and results in every branch of trade. Board of trade weighing departments under the charge of impartial and conscientious men, numbering in their working force trained weighmen and inspectors, have done much to smooth out some of the roughest places and will no doubt do more. The railroads of the country are installing more, bigger and better scales, and are spending more money to keep them in accurate weighing condition than ever before, and in increased revenue and decreased activity in the claim department the cost of the improved equipment has undoubtedly been a profit-paying investment. The National Bureau of Standards, under charge of the Department of Commerce and Labor, is advocating state laws governing the inspection of weights and measures and the appointment of state inspectors under whose direction all scales used within the state shall be regularly inspected and kept up to a certain standard of accuracy. In some respects radical suggestions have been made. There seems, however, little danger that any action prejudicial to good business and common honesty will be taken. In some states associations of grain dealers have taken matters into their own hands and have employed competent scale inspectors, providing them with test weights, necessary tools and a place to work, and pro-rating the expense. This plan has resulted in an improved condition of scale equipment at moderate expense. None but a competent

man, who can show his ability and experience, should be employed.

Summing up the whole situation, it might be said that the whole question of scale equipment is as simple as a recipe for pea soup:—First, buy good scales; second, erect them properly; third, have your weighing done by an intelligent and responsible weighmaster; fourth, take good care of that part of your equipment which handles all of your product, which is the gate to your bank account and which may make or mar your business reputation.

#### HOW STORING WORKS OUT.

A great hullabaloo was made some days ago when it was learned that John McLaughlin, agent for Bartlett, Patten & Co., at Manteno, Ill., had temporarily disappeared from town. The yellow newspapers put him down as owing from \$50,000 to \$75,000, lost in speculation, with the widows and orphans suffering and in despair; also several farmers shocked. It now transpires that Mr. McLaughlin was more zealous than wise, if one may trust to the accuracy of his story, as told by the Kankakee Democrat of June 25:

The examination of books and accounts of John McLaughlin has revealed the system employed by

The personal check was the difference between the market value of the grain in December or January and the ruling price at the time the stuff was ordered sold. Not having been properly hedged, McLaughlin soon exhausted his supply of ready money and could no longer meet the demands upon him. He made a frantic effort to borrow in order to make good with his customers, but failed in this, and then skipped out, a very unwise thing for him.

In his operations, McLaughlin violated two rules of Bartlett, Patten & Co., one prohibiting speculating and the other accepting grain in storage for a greater period than thirty days, but he did so to get the business for his employers.

The liabilities are only estimated because a complete examination has not been made as yet. It may run a little over \$3,000 and at the same time the assets may overreach the estimated amount of \$1,500. The assets consist chiefly of money advanced to the farmers on their oats.

He will settle in full all storage accounts and the farmers will not lose in this particular.

#### C. B. MUNDAY AND CO.'S ELEVATOR.

Our illustration shows the new elevator at Litchfield, Ill., built for C. B. Munday & Co. by Fred Friedline & Co. of Chicago, having been completed in 60 days. The plant consists of a 30,000-bushel grain elevator, 30x31 feet on the ground and 95 feet high, to which is attached a 16x31-ft. mill, three stories and basement high, and a one-story wareroom, 20x45 ft. in size. There is also a large



MUNDAY & CO.'S NEW ELEVATOR AT LITCHFIELD, ILL.

the agent in meeting competition, and places him in a light not altogether bad, especially from the viewpoint of Bartlett, Patten & Co. As near as can be reckoned at this time McLaughlin's liabilities are about \$3,000 and his assets about \$1,500.

At the time of the exposure the worst feature of McLaughlin's shortage was the fact that he had put upon the market and sold the grain certain farmers had placed in the elevator for the purpose of storing until a more favorable market. While many were disposed to be friendly to the agent, this fact, as revealed by the books, subjected him to condemnation. The facts explain this worst feature of the shortage almost entirely away.

In the grain business, Bartlett, Patten & Co. have an ironbound rule that no grain may be stored in the elevator over thirty days without the payment of charges. The one competitor of Bartlett, Patten & Co. in Manteno is the Euziere Elevator, a local concern, which has always agreed to take grain and store it without cost for an indefinite period.

In order to get his share of the business, McLaughlin knew Bartlett, Patten & Co. must do the same thing, but he also knew his company would not set aside its rule for this purpose.

So he devised a system whereby he believed he could sell the grain at the expiration of the thirty days and then go into the market and buy on margin, protecting himself and his customers against a higher market. This is just what he did. The corn delivered to him in December for storage was sold at 54 and 55 cents, and the books showed its sale. So far as Bartlett, Patten & Co. were concerned, they had nothing further to do with the corn. The checks received from such sales were made out in the names of the farmers, were filed away and found intact. McLaughlin realizing no money upon them.

McLaughlin's system of hedging did not prove an infallible one, however. He did not buy enough grain on margin to fully protect him, and on his deals, which closed with the selling of May corn at a 15-cent advance, he broke about even. In the meantime, he had been giving his personal checks to all farmers who had ordered him to sell their stored grain when the market grew more favorable.

cob house and dust room, located in a separate building, situated 25 feet from the elevator.

The elevator has a full concrete basement, with plenty of light and ventilation. The super-structure is frame work with cribbed bins overhead.

The machinery equipment consists of two stands of 12x7 and one stand 12x6 elevators, one gravity wagon dump and two large wagon dumps, each equipped with B. S. Constant Chain Feeders, one Marseilles Sheller, one Cornwall Cleaner, one receiving sink and a power shovel from the railroad track for transferring, one receiving sink for ear corn from cars, one steel cable friction clutch car puller, one large Richardson Automatic Scale located in the cupola for general weighing, and one No. 9 Invincible Double Receiving Separator for cleaning small grain.

In the mill department is a No. 8 Bowsher Mill, a 9x18 and a 9x11 double roller mills, elevator legs, sifters, etc., and a Richardson Automatic Sacking Scale. In the mill are also four small bins which can be used for sacking either feed or grain.

The elevator machinery is driven by a Wagner 30-horsepower single-phase induction motor and the mill by a 35-horsepower single-phase induction motor. The elevating and conveying machinery was furnished by the Weller Manufacturing Company, Chicago.

Salina, Kan., has lost her last bucket-shop—closed on June 14.

(For the Indiana Association.)

## BOOKKEEPING FOR COUNTRY DEALERS.

BY A. F. FILES.\*

Once upon a time, probably not quite so far back as the days of the Cave Dwellers, but at least contemporaneous with Brother Morrison's first vote for Bryan, there existed, in the social economy of the Nation, a class of men who sought to care for present necessities and to provide a competence for advanced years by the buying and selling of certain products of the soil. This product, known under the generic name of Grain, and specifically classed as wheat, corn and oats, is very rare now-a-days,—so seldom seen, in fact, that specimens, good, bad or indifferent, are eagerly sought, but only purchasable at fabulous prices. Most of these specimens are owned and clung to tenaciously by a class of aristocrats that have come into prominence in recent years, known as farmers. So powerful has this section of society become, that no senator nor representative in the national Congress has the nerve to raise his voice for repeal of an import duty on these articles of farm products, as unfair as it is uncalled for. Nor need we expect our patriotic Congressmen to lessen this burden until that other aristocracy, known as the Labor Element, shall awaken to the fact that here is a "protective tariff," that is, a tax, without the least element of protection to the trades unionists, and demand relief. Then will relief be granted with the obsequious kow-tow-ing customary when the farm or the workshop imagines it needs assistance.

But to revert to the grain dealers, for such was the class name for those who trafficked in grain at the time referred to a moment ago. Their business attracted a not inconsiderable following of bright, intelligent men, who, like Joseph of Egyptian fame, built granaries and warehouses, which, however, they call elevators. Many of these houses are standing to this day, most of the owners probably being too negligent to tear them down and use the ground for gardening or other profitable purposes. At most of these elevators was a building known as the "engine room," where power was generated and applied to running the machinery of the main plant. The predominant power was the steam engine, which could be depended upon to do the right thing at all times without regard to age, "color or previous condition of servitude." Occasionally might be found a gas engine, a mechanical contrivance that embodied all the cussedness of the balky mule without the compensation of a tail to twist or a back to larrup, which could go like thunder or stop like thunder, with equal complacency, and which to the shop expert was choicest tenderloin at 40c. a pound.

In the basement could usually be found a curious machine, not unlike a giant coffee-grinder on its side, which was used to rub or break the kernels of corn from the cob on which they grew. It also served to crush rock and other materials of like heavy nature that might inadvertently have gotten in with the corn. At the top of the elevator was a large box-like machine which was used to separate the profit from the corn and wheat, which profit, in the shape of obnoxious seeds and dirt, was carefully preserved, and, according to its nature, mixed out and sold with oats, or, with the addition of small gravel and pounded oyster shells, for chicken feed at \$45 per ton.

Sometimes in cases of extreme prosperity, these elevators were equipped with huge steelyards, or scales, capable of weighing at one time, two hundred or three hundred bushels of grain; for, remarkable as it may seem, the accumulation of a whole car-load of grain at one time was not an infrequent occurrence. Evidence of all these things just related may be seen by any one who has the fortitude to penetrate the dust and cobwebs of one of these unused buildings; and having done so myself, I must say, it is an interesting study of a lost art.

In those halcyon days of the traffic in grain, the High Mogul of the elevator sat in his office weigh-

ing grain for the Farmer, and writing checks in payment therefor, discussing politics and the weather and crops and the markets. In the earlier days, conditions were such that "Markets" might be discussed with at least a small show of intelligence, but toward the decadence of the period described, the conversation usually took a turn something like this:

Farmer: "Mighty dry weather, Charlie! Can't plant with the ground all clods like this. Corn ought to be gittin' higher. What ye payin' today?"

Elevator Owner: "Sixty cents. Want to sell?"

Farmer: "No, Sir-e-e! By Hokey, I won't sell till it gits to sixty-five cents. This corn is goin' clear out of sight."

Elevator Owner: "Better sell. It rained one-seventy-sixth of an inch at Big Booze, Texas, yesterday, and Hittem put corn down a cent on the strength of good growing weather all over the Southwest."

Farmer: "Hittem put it down, did he? By Ginger, they ought to pass a law to hang Hittem; he's a robber. I'll send a resolution to Mick Umber to wunst."

Or as follows:

Farmer: "Hello, Jim! What ye payin' for wheat?"

Elevator Owner: "Dollar-thirty-two. Got any to sell?"

Farmer: "Dollar-thirty-two! Say, that is two cents more than yesterday."

Elevator Owner: "Yes, Hittem says there is a big shortage and wheat's bound to hit the half or more. All the news was bullish yesterday. Argentine shipped only 1,704,325 bushels against 1,704,532 bushels a year ago. Snow was reported on Pike's Peak, and 120 in the shade in Death Valley. The Rajpoot of Lignum Vitae declared war on the Ji Higger of Gin Swigga, and Count Goferwhiski reports Hessian Fly in the fields of Krakow, though what a respectable Hessian Fly would be doing in Russia is more than I can understand. Jinglis wired that seven green bugs from Tobe Adams' farm in Oklahoma had been seen crossing the Arkansas River into Finney County, Kansas, carrying canteens over their shoulders on account of dry conditions prevailing in Kansas. Abraham Martin, a Farmer from Brown County, Indiana, reports that half of Ez Pash's wheat field slid down hill after a rain, and the conditions in Indiana may be placed at 50. The big reservoir at Celina, Ohio, full of water, and fishing fine. Condition in Ohio 53.8. Kentucky dry all but five counties—condition too low to figure."

Farmer: "Hold on there, Jim. Don't enumerate no more of the blessings that are being heaped on us that have wheat on hand. And say, Jim, my new wheat never looked better. I hope the Hessian flies keep after Slobbersliski, and all the green bugs in Oklahoma and Bad Man's land move to Kansas quick before the wheat gets too tough for them to chew."

Occasionally would come a bunch of hogs to be weighed for shipment. Almost every station had one or more men engaged in this buying of hogs—poor deluded beings, laboring under the hallucination that they were actually engaged in business.

Some of these elevator owners became very opulent, even to the extent of owning a horse and buggy, and at times another horse, which might be used for trading purposes. But of these side lines, it is not within the province of the present speaker to narrate. I am informed that at our next meeting, the president will call upon an ex-member of the board of managers for a talk on "The Diversions of an Elevator Man," at which time authoritative information will be given as to the "Horse Trade as a Means of Amusement and Profit," "How to Handle Fertilizer and Maintain the Respect of One's Family and Friends," and "How to Ship Hay to Cincinnati and Come Out Even."

Such extended activity made the keeping of accounts necessary and book-keeping became a nightmare, particularly in the periods of high pressure during the harvest in corn season.

Dreams are among the most interesting phenomena coming under the observation of psychologi-

cal students. In these periods of mental wandering, the most impossible feats are performed, great undertakings are mapped out with the utmost definiteness as to detail, and things unthought of in rational moments appear as most incidental parts of our existence. In a dream, I myself once set at the banquet table of a great political club in Chicago, and having been introduced with most glowing encomium, arose and without paper in hand made a speech worthy of a Bourke Cochrane. Such is a dream.

I think some one on the board of managers must have dreamed and had a vision of the good fat days of "Auld Lang Syne," that made him think of "Book-keeping for Country Dealers." Certainly nothing in the grain business recently is suggestive of books or accounts. We in the trade here at Indianapolis have been able to simplify our book-keeping to a single process; namely, counting our pennies Saturday night and subtracting from what we had the Saturday before, to determine how much it has cost us to keep the office open a week and attend the ball games. I am told in the country the same blissful conditions of quietude prevails. However, since we have dealt in chimera so far in this talk, we might as well continue in that strain, and outline a plan for book-keeping at country elevators just as though there was occasion for books and accounts.

In considering any system of accounting to be applied to the business of a country elevator, of the utmost importance is the matter of simplicity. Duplicate entries should be avoided, and none of the frills of ordinary business college book-keeping should be tolerated. For be it known that when there is most of the book-keeping to be done, the book-keeper, who is usually proprietor and manager of the business, has every moment of his time taken up with customers and care of the elevator, and book-keeping must be done during quiet moments in the day or late at night, after twelve or fourteen hours of the hardest kind of labor. Having these features in mind, when I came into the management of a line of elevators some years ago, I arranged a set of scale tickets, check stubs and reports, calculated to minimize the book work at the elevator to the lowest possible point.

As the initial process in business at the country elevator is the purchase of and settlement for grain from the farmer, we will begin with the scale ticket.

The scale checks are printed three to the page and bound one hundred pages of checks to the book, interleaved with a good white tissue or onion-skin bond. They are numbered consecutively, showing the name of the party from whom bought, kind of grain, gross weight, tare, net pounds and net bushels; also showing the price per hundred weight for use in purchase of corn, and per bushel for other grain; the amount and value of the load—the firm name printed and the signature of the weigher in pencil. An essential part of this weight ticket is a notation in the lower left hand corner, "Paid by check No. ——."

At the time of settlement the number of the bank check should be entered on the weight check, and as the bank checks are made to order, this gives a ready reference to the receipt for the load in case of future inquiry. These printed tickets are to be detached and given to the farmer from whom the grain is bought. A carbon copy of the entries on the ticket is made on the tissue sheet, which should be numbered the same as the original weight check. At the time of settlement, these tissue copies, as well as the originals held by the farmers, should be marked "Paid," with a rubber stamp, and for convenience for future reference, it is advisable to also enter the bank number, with which payment is made, on each of these tissues.

In case of applying these weight tickets to the business of a line of elevators, they should be printed in duplicate with a tissue sheet inserted between each couple of originals. Then, after the day's work is done, the manager of the elevator detaches the second set of tickets and sends them to the main office as a report of the day's work. These three copies are all taken at one applica-

\*A paper read by the author to the mid-summer meeting of the Indiana Grain Dealers' Association on June 23, 1909.

tion of the pencil by using a sheet of double carbon paper instead of paper that is carboned only on one side. It eliminates all copying by the manager, which is a very desirable proposition, especially during harvest rush.

For our line of elevators we checked everything on the Muncie bank, Muncie being our headquarters. As we did all the book-keeping at Muncie, we used check stub blanks on which to report the issuance of checks, which were bound in book form and interleaved with the tissue the same as the weight checks. These, however, were printed only one to the page. They showed the check number corresponding with the bank check issued—to whom they were payable and the amount and date. They also showed the notation, "Covering weight check No. ———," and on this was inserted the number of weight checks paid for by this bank check.

By this system, in case of controversy with a customer, a reference to any one of his weight checks will show the bank check number issued in payment, and reference to the bank check stub covering that number will show all of the weight checks paid for by that particular bank check. The bank check being payable "to Order" becomes a receipt. In this way it is a very easy matter to prove whether an individual load has been paid for or not. It does not require very much time to make these entries and at the same time a complete record is had of the transaction. This record is in duplicate, so that it can be traced through, either at the elevator by the tissues, or at the office by the sheets that have been sent in as a daily report.

When this system is applied to the book-keeping of a single house, the stub furnished by the bank with the original book of checks might suffice, but as a usual thing the space on the stubs for entry of weight check numbers is too limited, and it would pay better to have a special stub made on account of the record.

These constitute the original entries in the transactions which are not ready to be transferred by the book-keeper to the ledger. The most simple form of the ledger is used in keeping these accounts.

We never kept an account for an individual customer except in case of money loaned him or something of that kind. The bank checks are entered in the ledger consecutively from the check stubs, being shown as a credit to the bank, and the debit entered to the grain account; or, if preferred to split the account, to corn, wheat or oats, as the case might be.

Drafts on grain shipped out are charged to the bank and credited to the party on whom the draft is made. Then when the returns are received the account of sale is charged to the party rendering it and its value credited to grain, or to wheat, oats or corn as the custom may be. In this way, at the end of a busy season, when accounting has been received on all shipments, a balance on the grain account may be struck, and this balance considered with stock on hand should show gross profit. From this deduct expenses and other items chargeable against the profit, and you have the net profit that has accumulated.

A very simple form of sales record is made by using an ordinary petit day-book, entering on the left page the sale and on the right page opposite the cars shipped to apply. A 5,000-bushel sale of oats should be entered in space enough to accommodate about four cars. In making the entry of the sale, the purchaser and his address, together with the date of the sale, should be entered, and the price; also shipping instructions. On the opposite side of the page it is only necessary then to enter date of shipment, car number and initial, and number of bushels. Make these entries in black ink; then when returns are received on the car, opposite the bushels shipped, enter in red ink the out-turn bushels, which will show at a glance the shrinkage or over-run. A notation in red ink over the car number, or on the same line, can show grade in case of off-grading, and also discount. This will be all the record any one will find necessary to make so far as sales and shipments are concerned. In case of a line of houses the elevator from which

the car is shipped should be entered in the line just above the car number. Also, in case of line houses, it will be necessary to have a bill of lading record which will show date of the bill of lading, town from which shipment is made, destination rate, kind of grain and weight.

One of the best forms we had was a "manifest of loading," which showed the station at which the car was loaded, number and initial of car, kind of grain loaded, together with date and bushels. It also showed the date the car was placed at the elevator, and the date released by furnishing the railroad company with billing. These two entries we instructed our manager to be very careful about, as upon their correctness oftentimes depended the question of paying the railroad company demurrage. If rain prevented loading, or for any other reason it was impossible to get the car out within the free time, it was noted on this manifest. It also showed the inside measurements of the car, length, breadth, depth, capacity, and the seal numbers on both side and end doors. They were arranged with space for entry of 30 drafts. One column was left for check marks; and it was the intention in having them made that way that drafts should be weighed and the weight entered on the manifest, and then after starting the grain from the hopper to the car, the weight on the scale beam should be examined again, and, if found correct, should be checked in the check mark column before allowing any change to be made on the beam of the scale. In this way there is not much danger of error in the hopper scale weight. If used at line houses, these manifests are bound with the tissue on which carbon records of the weights are kept, while the original manifests are sent to the general office and the certificate of weight issued from these manifests. These manifests are kept in the general office for future record. This was one of the most useful blanks we had outside the regular book-keeping forms.

The stock sheet is another important record that should be very carefully kept. By going over the weight-check book each day, the totals of wheat, corn, oats and rye purchased during the day are taken and entered on the stock sheet. To the total for the week is added the balance brought forward from the previous week, making a grand total, from which the shipments for the week should be deducted and the balance carried forward to the coming week. Shipments are taken from the manifests of loading. This stock sheet is very important in case of fire, as it tells exactly the stock on hand. It should be verified as frequently as possible by actually weighing the grain on hand. When this amount is too heavy, or there is not time nor room in the elevator to do this weighing up, then the amount of stock on hand should be estimated as carefully as possible and compared with the stock sheet. For a line of elevators, a general stock sheet covering all houses should be kept, and entries made on this sheet from the daily weight-checks sent in from the elevators. Then the totals on this sheet at the end of the week should be compared with the totals on the last elevator stock sheets; and in case of discrepancy, corrections should be made by whichever point is in error.

A cash book of the most simple form should be provided in which to record the smaller transactions done in cash rather than by check. For line houses the cash report is made daily, or weekly, according to the amount of business, and is a copy of the cash book.

The books and blanks thus described afford a system that covered the transactions at our line of elevators with very satisfactory results. Repetitions have been avoided as much as possible, and each book or blank has its important place in the whole plan. If properly handled, the book-keeper is always able to tell how the business stands. He has proof of every transaction, in case of trouble with a customer, and his records are good in case of fire or other calamity.

And, now, having all the paraphernalia at hand to well and successfully handle the business of a country grain elevator, it only remains for the elevator owner to maintain an abiding faith that the Almighty has not forgotten the sheep of His

fold, but will some day lead them from blistering deserts into pastures green, where the babbling brook babbles with a gentle murmuring, and the alfalfa grows waist high, tender and juicy.

[For the Oklahoma Association.]

## GRAIN INSPECTION AND ITS INFLUENCE ON TRADE.

BY JOHN D. SHANAHAN.\*

NOTE.—In the portion of this paper published in the June number, on page 652, in the 16th line from bottom of first column, it is said the moisture content of No. 2 corn graded in the different markets, etc., "was from 1 to 19½ per cent." etc. This should have read "from 12 to 19½ per cent." a very important difference.

### CANADIAN GRADING SYSTEM.

Let us give attention for a moment to what the Dominion of Canada has done in its Manitoba grain inspection district toward the improvement of similar conditions as they once existed in that country. The Canadian grain laws were amended, and the inspection department reorganized on its present basis, in 1904, previous to which there was little confidence abroad in its certificates; and American hard spring wheat grown in Minnesota and the Dakotas was bringing higher prices. The system now in use in that district is based upon the same fundamental principles as those practiced in the United States, so far as rules and specifications for grades are concerned, but a considerable advance in the practice of those principles along scientific lines has been made in the combination of what might be called the American system of grading by rule with the English system of grading by standard samples. The practice is somewhat as follows:

An average sample of each day's gradings of each grade is retained and filed. At the end of a week these daily samples are converted into average samples for the week, and in turn the weekly average samples are converted into average samples for the month. At the end of each year the monthly samples are in turn converted into average samples of the grades for the year. These yearly samples are preserved for five consecutive years; hence there is always available for reference and the guidance of the inspectors average samples of the grades of the current week and month as well as all months of the current year and average samples of the grades for the preceding five years.

The fundamental and essential economic factors of value in the grades are not allowed to lapse or vary as is the practice with us, and the grades are maintained upon practically the same basis year after year; that is to say, the grades are not made to fit the crop but the crop must fit the grades and standards. For instance, if a considerable percentage of a crop fails to make the grade of No. 1, as compared with the standard of the previous five years, there is little No. 1 graded; and experience has shown that the law of supply and demand so regulates the matter that just as good prices are realized for the best grade available, although it may be graded No. 2 or No. 3, as would be the case if it were graded No. 1, because the purchaser knows what the grades are and has confidence in the certificates of inspection.

This system has proved of value in the guidance and instruction of inspectors in fixing in their minds the requirements of the grades, and has resulted in making the grading, although arbitrary, uniform, just, and valuable to the trade and the country, and has created a confidence in the inspection that would be difficult to shake and which would be a valuable asset to any grain inspection or other institution. An appeal from the grading of an inspector of this department automatically narrows down to a question whether the grain under consideration is or is not entitled to the grade given it in accordance with the standard established for that grade, and the decision cannot be influenced to any great extent by the fact that the members of the appeal committee are long or short of the mar-

\*An address by John D. Shanahan, Technologist in Charge, Grain Standardization, Bureau of Plant Industry, United States Department of Agriculture, before the Oklahoma Grain Dealers' Association, Oklahoma City, May 19, 20, 1909, continued from June number, p. 652.

ket, or that the market itself is bare of or well supplied with grain.

It has been demonstrated under this system that the dividing lines between the grades can be drawn in a reasonably clear and practical manner and that it is possible to give the same class and quality of grain practically the same grade month after month and year after year, preserving the essential factors of value in the grades without injury, and in fact with benefit, to the agricultural interests and the country, and with a noticeable absence of wobbly and unstaple standards and grades that characterize most of our grain inspection jurisdictions and such as were common in Canada before the inauguration of the present system. The before-mentioned unstaple standards, more noticeable in the "out" than in the "in" inspection, being the result of endeavors, when the strongest influence so directs, to crowd all grain possible into the highest commercial grade, and the slight consideration given to what goes into the lower ones or the preservation of their economic values or integrity.

During my recent European trip it was interesting to note the extreme confidence reposed in the Manitoba grain inspection by the merchants of Great Britain and Ireland, and the fidelity to class, quality, and appearance of the samples exposed for sale on different markets. The best grades of Manitoba wheat, three of which are fixed by law, invariably realize the highest prices paid for any wheat on the European markets and the difference or spread between the grades holds steadily at about three cents per bushel. Duluth No. 1 wheat sells usually for about the same price as No. 3 Manitoba. It is a well-known fact, in Great Britain, at least, that other commodities, such as butter, cheese, eggs, and meats imported from countries maintaining inspections by the government, pretty generally bring higher prices than like commodities imported from countries in which no such inspection is maintained, and these prices are influenced not a little by the confidence created by the government tag or certificate of inspection.

#### IS UNIFORMLY PRACTICABLE.

Anticipating well defined and rigidly enforced grades of grain in the event of the passage by the Congress of a Federal grain inspection law, certain of our grain merchants, especially those who are benefiting by the manipulation of the grades, have, as an argument against the passage of such a law, endeavored to show a benefit derived by the farmer through mixing the poorest with the best qualities of grain at terminal markets, a process which has naturally narrowed the differences in value and price between the two. Discussion of the effect upon the quality and price of the best qualities of grain through this process has been carefully avoided, for the reason, perhaps, that it is not desirable to show that if the economic value of poor grain is enhanced by mixing it with the good, then also by a law of equivalents the value of the good grain is reduced in proportion. Poor grain can no more be mixed with good, and the original quality and value of the good be preserved, than can one cardinal color be mixed with another without disturbing their primary character.

There can be no quarrel with the argument that the value of a parcel of grain containing worthless dirt can be enhanced by cleaning out the dirt but that the fundamental quality or value of the grain itself is disturbed in any way by the cleaning process is a fallacy. The matter of artificially drying grain is another matter for which the producer eventually pays in full. Therefore, while the producer of poor-quality grain has undoubtedly benefited by the mixing and manipulating of grades at the terminal markets, the producer of good grain has suffered in proportion; and it is a serious question if a great economic wrong has not been done the whole grain producing community, and the country as well, through this encouragement of careless and slipshod methods.

The same arguments used against uniform grading for the entire country would undoubtedly be used against the introduction into the economy of our grain business of a system like that in force in Manitoba, namely, the impossibility of its practical

application because of the vast extent of our grain producing area, its varied soil and climatic conditions and the consequent wide variation in the quality and condition of the grain produced. At first glance this is a ponderously effective argument, but an analysis of the situation shows the problem to be not so formidable.

For commercial, including inspection, purposes, the wheats of commerce grown east of the Rocky Mountains are in a general way divided into classes called respectively Hard Red Spring, Hard Red Winter, Soft Red Winter, White Winter, and Durum. Each of these classes includes several varieties which are not commercially recognized as such and have no effect in the grading except in creating a range in the quality and condition of the class in which they are grouped.

Each of these classes, with the possible exception of the soft winter wheats (red and white), are produced in comparatively restricted and well defined areas or districts and differ in commercial and economic value only according to quality and condition. It does not, therefore, seem an impossible, or even a tremendous, task to segregate these classes in the inspection at the different markets and to fix grades for each class that will represent in a reasonably satisfactory and accurate manner their economic values and with a reasonable spread in those values between the grades. In order to accomplish this, it would probably be found necessary to use more grades and to divide the existing classes and create new ones, but the result would justify the means. It would be useless to attempt this, however, without the organization of a strong central authority with power to keep the practices uniform and to prevent abuses.

It has always been argued that grades made upon the same basis, rules and specifications could not be practically applied in markets situated in widely different climatic and other conditions, but I yet to hear one fully satisfying and conclusive argument to this effect. There are no longer only two principal routes over which grain is distributed and marketed, but in the majority of cases much of the grain radiates in transit from the area in which it is produced in several directions and to several widely separated markets and there seems no fundamentally sound reason why the grain from any one of the producing areas or districts should not receive the same treatment and grades in any market that it may enter, and there is a growing demand by important interests, especially in the South, that this be accomplished.

In the South also the question of grain inspection bids fair in the near future to become one of protection to the public health by reason of a recent discovery in some of those states of a disease called *Pallagra*, which more or less wrecks the body and mind of those it attacks and which is now being studied by a medical branch of the Government. *Pallagra*, while new in this country, has for many years been common in Italy, Roumania, and other countries of southern Europe, and is attributed in those countries to the consumption of moldy and spoiled corn; but while some indications point to this as the cause of the disease, positive proof that it is lacking.

But granting for the sake of argument that it is not possible to apply the same grades and practices in the several markets, there is still no sound reason why the grades in each, no matter upon what basis or by what standard they may be fixed, should be more clearly defined and more strictly and rigidly adhered to in the interest of fair treatment to all, honesty of purpose in performing a public service through the inspection institutions and the confidence such a course would inspire in the work of those institutions.

[To be concluded.]

The assessments on grain elevators in Omaha have all been raised this year in their relations to grain handled—Nebraska and Iowa Grain Co. \$19,225 to \$22,500; Nye-Schneider-Fowler Co. from \$14,350 to \$31,500; Omaha Elevator Co. from \$4,575 to \$5,900; Twamley & Son from \$5,500 to \$12,000; Updike Grain Co. from \$6,250 to \$25,000.

#### THE LEGISLATURES.

**Illinois.**—Gov. Deneen has signed house bill 706 by the committee on railroads, providing that every railroad on the application of any shipper tendering or receiving freight in car lots shall construct, maintain and operate on reasonable terms on its own right of way at any regular station a switch connection with any such shippers' railroad tracks which may be constructed to connect with the railroad on its own right of way where such connection can be put in with safety and it is reasonably practical and where it will furnish sufficient revenue business to the railroad. The Railroad and Warehouse Commission is given authority to enforce the act.

**Kansas.**—No. 134 of the Kansas Senate creates standard weights and measures for the state of Kansas. The law follows the regulations recommended by the National Conference on Weights and Measures.

The penal clause is very explicit, and besides making the selling of a commodity contrary to law a misdemeanor it also provides that a civil action may be maintained against the seller or vendor for twice the amount of loss sustained. The burden of proof is in all cases put upon the seller, so that knowledge and intent will not have to be proven by the authorities in bringing prosecutions. This penal clause might well serve as a model for all states to adopt. The law makes the chancellor of the University ex-officio state sealer, and provides for a deputy state sealer. The sealing throughout the state is entrusted to the county clerks, and definite testing apparatus is prescribed for their use. A further very important provision is that besides giving the state, county and local sealers ample and sufficient authority, it at the same time holds them absolutely responsible so that if a test is made, a certificate issued or a piece of apparatus condemned, the sealer must have carefully performed his duty or otherwise is liable to severe punishment. Reports are required by all of the officers connected with the weights and measures. The state board of health is empowered to co-operate with the state and local sealers in carrying out the provision of the law in relation to weights and measures.

The required weights per bushel are as follows: Corn Meal, 48; Wheat, 60; Rye, 56; Indian Corn, in the ear, 70; Kafir-corn, 56; Rice Corn, 56; Corn, shelled, 56; Sorghum Seed, 50; Buckwheat, 50; Barley, 48; Malt, 32; Oats, 32; Bran, 20; Beans, 60; Clover Seed, 60; Hungarian and Millet Seed, 50; Castor Beans, 46; Hemp Seed, 44; Native Blue Grass Seed, 14; English Blue Grass Seed, 22; Timothy Seed, 45; Shelled Dried Peas, 60; Alfalfa Seed, 60; Flaxseed, 56; barrel of flour, 196 lbs.

**Missouri.**—The Anthony bill, which passed the Missouri Senate establishing State inspection and weighing of grain under the control of the State road and warehouse commissioners, was defeated in the House. The St. Louis Merchants' Exchange opposed the measure, as did like organizations in other cities.

Gov. Hadley has signed the following bills:

Providing that every sale of grain, hay, seed or coal shall be made on the basis of the actual weight thereof.

Requiring railroad companies whose rights-of-way join, or whose tracks are within 100 yards of each other, to connect their tracks so as to receive and interchange cars.

**Wisconsin.**—The following bills were passed by both houses of the last Wisconsin Legislature:

No. 146 S. (James).—Creating Sec. 4539M of the Statutes. Prohibits persons holding trust funds from dealing in margins. The penalty that applies to all persons receiving deposits of money for safe keeping, banks or trust companies or their officers, executors, administrators, guardians, receivers, party, is punishment or the state prison for one to 60 years (Signed and is law.)

No. 167, A, (Committee on Agriculture).—Creating Sec. 1494-1 to 1494X-16 incl., of the Statutes.—Relates to impurities in seeds. All packages of seeds exceeding one pound in weight must be la-

beled to show its name or kind, name and address of seedman or agent or dealer, statement of purity, germinating power, locality where grown if known. The act does not apply to persons growing, possessing for sale or selling seeds for food purposes only, or those who sell seeds to be recleaned before being offered for sale in the general market, or holders of seed in storage for cleaning, and seed is deemed pure when it contains no seed of any kind except the one being examined. It is deemed impure and unlawful to be sold when the seed contains more than 1 to 1000 of their seed of certain noxious weeds named in the bill. Enforcement of the act is under the direction of the experiment station.

No. 417, S., regulates the appointment of Grain and Warehouse Commissioners to serve after the first Monday in February, 1910. The present commissioners shall serve until the first Monday of February, 1910, after which date there shall be three commissioners to serve for one, two and three years respectively, but after January, 1911, all appointees shall serve for three years, one commissioner of the three retiring annually.

The same bill provides for a salary of \$150 per month for the weighmaster appointed by the above Commission, \$125 for his chief assistant, and \$100 for each other assistant; also a salary of \$150 for the chief inspector of grain, \$125 for the first assistant, and \$100 for each other assistant; and for treasurer of the Commission, \$50 per month. These salaries, together with \$2,500 annually "for the purpose of promoting in a lawful and legitimate manner the grain trade, or market, in Superior," shall be paid out of the receipts of the Commission's work at Superior.

The same bill provides that the members of the Grain and Warehouse Commission shall "each give his entire time to the performance of the duties of his position, and shall not engage in any other active business, or be directly or indirectly engaged or interested in buying, selling, or storing of grain either upon his own account or for others, or in the placing of insurance or insuring of grain products; they shall each receive a salary of two hundred dollars per month, one hundred of which shall be payable out of the state treasury monthly after their appointment and qualification in the same manner as other salaries are paid out of the state treasury. . . . The other one hundred dollars shall be paid monthly out of the funds or fees collected."

No. 314, S., authorizes the University "Regents to purchase land and to establish and equip branch agricultural experiment stations in such portions of the state as may be deemed advisable for the purpose of carrying on experimental and demonstration work in agriculture, such branch or substations to be under the direction of the state agricultural experiment station of the College of Agriculture," and "for the purposes of carrying out this act, there is appropriated the sum of \$6,000 annually for the term of three years."

No. 146 S., (Sec. 4539m of Statutes), prohibits persons holding trust funds from dealing in margins. The test says: "Any person engaged in the business of receiving deposits of money for safe keeping, any officer or employee of any bank, banking company, or trust company, any executor, administrator, guardian, trustee, or receiver, or any other person holding property or money in any manner in a trust capacity who shall buy, sell, deal, or traffic in any goods, stocks, grains, or other property or article of commercial barter by making or requiring any deposit, payment, or pledge of any margin or of any money or property to cover future fluctuation in the price of such goods, stocks, grains, or other property so bought, sold, dealt or trafficked in shall be punished by imprisonment in the state prison not more than ten years nor less than one year."

The National Team Owners' Association, in convention at Boston, on June 22, adopted a resolution providing for the appointment of committee to ask the Congress to abolish the import duties on hay and grain.

## AMERICAN ELEVATOR AND GRAIN TRADE

## FIELD SEED SECTION

### SEED CORN IN TEXAS.

The annual meeting of the Texas Corn Growers' Association will be held at the Agricultural and Mechanical College on July 27-30; and Pres. Ferguson, in his circular of announcement, says: "We will have with us a number of the Nation's greatest corn specialists. We have assurance that Prof. Waters, dean of the College of Agriculture of the University of Missouri; Prof. Ten-Eyck of the Kansas Agricultural College and other noted specialists in practical agriculture, will be with us."

### RESISTANT FLAX SEED.

Reports are going in to Prof. Bolley of the North Dakota Agricultural College from the resistant flax seed sent out by him in 1908. They are encouraging; but not until an examination and a compilation of results have been made will a report be published. However, the new seed shows, it is said, more vitality and a great yield with plumper seed. Seven distinct selections of flax were distributed to some fifty different farmers located in different portions of the state. The object of the work was to ascertain whether these select strains of wilt resistant flax would retain their resistance in the different farming regions of the state. The farmers who went into the co-operative experiments with Professor Bolley agreed not to sell or dispose of any of their seed until after the second crop.

### NEBRASKA SEED LABORATORY.

In introducing a report (Bulletin No. 110) on the recent work of the Seed Laboratory of the Agricultural Experiment Station of Nebraska, E. Mead Wilson, professor of Agricultural Botany, and Miss Nellie Stevenson, his assistant, from the U. S. Department of Agriculture, say:

The investigations of the United States Department of Agriculture and of several of the state experiment stations have served to arouse great interest among farmers in the purity and viability of agricultural seeds. Seed laboratories had long been in operation in Germany before any were established here; and as a natural result, much of the seed that was unmarketable under the German regulations was exported to the United States. At the present time there is imported a large amount of very poor and cheap seed to be used in the adulteration of the better grades of home-grown alfalfa, clover, and grass seeds.

This fact and the general interest among farmers in better seed, led to the establishment at Lincoln, in January, 1908, of the Laboratory, whose report is under consideration. Since that time, to May 1, 1909, the Laboratory received 1080 samples of seeds and made 1,586 tests. Over 50 per cent of the samples were sent in by farmers and seedsmen of Nebraska. The following results are reported:

**ALFALFA.**—The 201 samples of alfalfa examined varied in purity from 56 per cent to 99 per cent; in germination from 56 per cent to 100 per cent, and contained from 0.1 per cent to 12 per cent of inert matter and from 6 per cent to 36 per cent of foreign seed. Four species of dodder were found in varying amounts. One sample of alfalfa contained over 9 per cent of dodder and if this seed had been sown at the rate of 16 pounds to the acre there would have been sown 16,365 dodder seeds to the square rod. Buckhorn, wild carrot, wild chicory, lamb's-quarters and the seeds of about 75 other weeds were found in the alfalfa samples.

**RED CLOVER.**—The 61 samples of red clover examined varied in purity from 75 per cent to 99 per cent; in germination from 67 per cent to 100 per cent, and contained from 0.3 per cent to 12 per cent inert matter and from 0.1 per cent to 22 per cent foreign seed. Clover dodder seeds were found in eight of these samples and a total of over 70 other more or less noxious weed seeds were found in the various clover samples. Buckhorn, for example, was present in nearly 50 per cent of the clover samples.

**BROME GRASS.**—The 26 samples of awnless brome grass examined varied in purity from 33 per cent to 96 per cent; in germination from 0 per cent to 86 per cent, and contained from 2 per cent to 46 per cent inert matter and from 0.1 per cent to 56 per cent foreign seed. The various species of wheat grass are most frequently found in awnless brome grass, though the common cheat and other sorts of brome grass of little or no value are often present.

It may be added that the Laboratory is prepared to undertake, without cost, the study of any samples of seed sent to it for the purpose of determining the following points: (1) Presence of adulterants

or dodder; (2) mechanical purity; (3) germination; (4) identification.

### CORN BREEDING IN PRACTICE.

Among other points made in his essay on "Corn Breeding," which took the Omaha prize in 1908, R. A. Arnold, Strawberry Point, Ia., said:

The system of breeding should simply be the selection of the most productive ears determined from comparative yield tests. In order to carry out these tests small plots about three acres in size are laid out in isolated places—in the center or along the edges of a piece of timber, in the middle of pasture lands or along roads. In each plot generally fifty or sixty numbered ears of the corn to be worked with are used. Each ear is planted in one row. A careful record of these ears should be kept, including any peculiarities that they may possess. Just before the pollen flies, every hill should be inspected and all weak, barren and suckered stalks detasseled. Any row appearing abnormal in having ears carried too high or too low; having plants that sucker a good deal; having plants that blow over easily, because of poor secondary rooting; or having plants that have shanks too small and weak to support the ear, should be also detasseled and discarded from the test.

At harvest time each row should be husked separately, and the corn weighed. In this way the rows can be compared as to production. The eight or ten rows giving the highest yield are reserved for next year's seed. From each of these champion rows select for the breeding plots about fifteen of the best ears; those that show the same qualities as the mother ear. By this method he will get more uniformity of type as well as increased production. After taking out these best breeding ears select the remainder of the good ears, showing those inherited characters of the parent, and shell them together. These are taken and planted next year in small plots, not necessarily as well isolated as the breeding plots. Each plot again harvested and weighed by itself; and the four or five highest yielding ones all ready for sale as improved seed corn, or else planted in the breeder's regular corn fields. By this system the farmer, when he buys seed corn of the breeder in his locality will be getting seed that he knows will produce more per acre on his own land than did his old corn.

The question of heredity and individuality in ears of corn is one that the breeder must pay especial attention to, if he expects success to reward his labors. Improvement in corn, as in animals, will come only in the proportion to which these principles of breeding are mastered and applied.

Besides this actual breeding work, it should be the purpose of every breeder to reach all those farmers in his locality who are raising low yields of corn. Advice and theory will not help much as a rule, for farmers prefer to be shown. So the breeder must demonstrate by actual practice the value of a good system of rotation in maintaining his soil fertility, of intelligent selection of seed, of proper storage and of the use of the germination box in helping to cast out all weak ears. He should also pay attention to the grading of the seed corn, calibration of the planter plates, the preparation of the seed bed and later its culture: for these factors all have a direct influence on the yield per acre.

About the best way that the breeder can show the farmers what he is doing is to organize an institute and corn show at the nearest town.

### WISCONSIN'S NEW SEED LAW.

The assembly bill No. 167, introduced by the committee on agriculture of the Wisconsin legislature, has become law for the prevention of the sale of impurities in seeds. The law provides briefly that—

(1) It shall be unlawful to sell any package of agricultural seeds weighing in excess of one pound unless labeled to show (a) name and kind of seed; (b) name and address of seedsman, inspector, agent or dealer; (c) statement of purity; (d) germinating power; (e) locality where seed was grown if known.

(2) "Agricultural Seeds" are defined to include seed of the red clover (either medium or mammoth), white clover, alsike clover, alfalfa, timothy, orchard grass, Kentucky blue grass, red top, bromis inermis, oat grass, rye grass, the fescues, the millets, other grass and forage plant seeds, flax, rape and cereals.

(3) No agricultural seeds, as defined above shall be sold or offered for sale which contain in greater numbers than one to one thousand of the seed under examination the seeds of the following named noxious weeds: Canada thistle (*carduus arvensis* L.); Russian thistle (*salsola tragus* L.); couch, quack or quitch grass (*agropyron repens* L.); clover dodder (*cuscuta epithymum* L.); field dodder (*cuscuta arvensis* L.); English charlock, or wild mustard (*brassica arvensis* L.); wild oats (*avena fatua* L.); corn cockle (*lychnis githago*); ox-eye daisy (*chrysanthemum leucanthemum*); butter and eggs (*linaria* *linaria*); sow thistle (*sonchus arvensis*); ribwort, or English plantain (*plantago lanceolata*); velvet weed (*abutilon abutilon* L.); or star thistle (*centaurea calcitrapa* L.). And where the seeds of the weeds herein mentioned are present in fewer numbers than one to one thousand of the seed being examined, a statement shall be so made on the label attached to the package naming the weed seeds present therein.

(4) The seeds of the following-named weeds shall be classed as impurities in agricultural seeds; Sheep sorrel (*rumex acetosella*); green fox-tail (*chaetochloa viridis* L.); yellow foxtail, or pigeon grass (*chaetochloa glauca* L.); night flowering catch-fly (*silene noctiflora* L.); black seeded plantain (*plantago rugelii*); common plantain (*plantago major*); curled dock (*rumex crispus*); pig-weed (*amaranthus retroflexus* L.); lamb's quarters (*chenopodium album* L.); lady's thumb or smart weed (*polygonum persicaria*); yellow trefoil (*trifolium agrarium* L.); burr clover (*medicago denticulata*); sweet clover (*melilotus alba* and *officinalis*); chickweed (*cerastium vulgatum*); orangae hawkweed (*hieracium aurantiacum* L.); black bindweed (*polygonum convolvulus* L.); ragweed (*ambrosia artemisiifolia* L.). When such impurities, or any of them, are present in quantity exceeding two per cent of said agricultural seeds, the approximate percentage of each shall be plainly stated on the tag attached.

(5) Sand, dirt, sticks, broken seeds, other weeds than those mentioned above or any other foreign matter shall be considered as impurities when mixed with agricultural seeds sold for seeding purposes. When such impurities are present in seed exceeding the standard of purity and germination, the name and approximate percentage of each shall be stated in the label.

(6) Seeds shall be considered mixed or adulterated within the meaning of this act: When orchard grass seed (*dactylis glomerata* L.) contains 10 or more per cent by weight of meadow fescue (*festuca elatior pratensis* L.) seed, Italian rye grass (*lolium italicum* L.) seed, or English rye grass (*lolium perenne* L.) seed. When June grass or Kentucky blue grass (*poa pratensis* L.) seed contains 5 per cent or more by weight of Canadian blue grass (*poa compressa* L.) seed, chaff red top (*agrostis alba* L.) seed, or any other seed or foreign substance (c) when red clover (*trifolium pratense*) seed, mammoth red clover (*trifolium pratense* var.) seed, or alfalfa (*medicago sativa* L.) contains 5 or more per cent by weight of yellow trefoil (*medicago lupulina* L.) seed or burr clover (*medicago denticulata* L.) seed (d) When seed of rape (*brassica rapa* L.) contains 5 or more per cent of common mustard (*brassica arvensis* L.), or black mustard (*brassica nigra* L.).

(7) Within the meaning of this act seed shall be misbranded: (a) When meadow fescue (*festuca elatior pratensis* L.), English rye grass (*lolium perenne* L.), or Italian rye grass (*lolium italicum* L.), is sold or labeled as orchard grass (*dactylis glomerata* L.). (b) When Canadian blue grass (*poa compressa* L.), chaff red top, red top (*agrostis alba* L.) seed, or any other seed not Kentucky blue grass seed, is labeled or sold as Kentucky blue grass (*poa pratensis* L.) seed. (c) When sweet clover (*melilotus alba* L.), burr clover (*medicago denticulata* L.), or yellow trefoil (*medicago lupulina* L.) is sold as red clover (*trifolium pratense*) under any of its various names. (d) When seeds are not true to the name or label under which they are sold.

(8) The provisions of this act shall not be construed as applying to: (a) Any person growing, possessing for sale, or selling seeds for food purposes only. (b) Persons selling seed containing impurities except as defined in (3), providing such seeds are sold to merchants to be recleaned before exposing for sale upon the general market. (c) Seed that is in store for the purpose of recleaning, and which is not possessed, sold or offered for sale for seed purposes. (d) Cereals grown or sold and delivered from the farm by the owner thereof, buyer, himself, to use the seed for seeding purposes only, unless the purchaser obtain a certificate at the time of sale stating that the seed is sold subject to the provisions of this act. (e) Mixture of seeds for lawn purposes except that the sale of such mixtures is subject to the restrictions of sections (3) and (4).

(9) For the purpose of this act seed shall be deemed pure when it contains no seed of any kind except the one being examined.

(10) The enforcement of this act is hereby placed in experiment station under the supervision of the director, and he is hereby empowered to appoint such inspectors and assistants as may be necessary to execute its provisions.

(11) It shall be the duty of the inspectors and assistants to collect samples of agricultural seeds in the open market and analyze the same in conformity with the standards fixed in (8) and they are vested with all necessary powers for the proper execution of their duties to note all violations of any provisions of this act and to bring action in the proper court or tribunal for prosecution of such violations.

(12) The results of all tests of seed made by the Experiment Station shall be published in bulletins of the station, together with the names and post-office address of the persons, firms or corporations from whom all samples tested were obtained.

(13) Guarantees of purity and viability shall be based upon tests made by the Experiment Station or by seed dealers or their agents, subject to retest and ratification by the experiment station, when it shall deem necessary.

(14) For the purposes of this act a sample of agricultural seed shall consist of not more than four or less than two ounces of the seed to be examined.

(15) Whoever violates any of the provisions named in any section of this act, or who shall attempt to interfere with the inspectors or assistants in the discharge of the duties named herein, shall be guilty of a misdemeanor and upon conviction shall be punished by a fine of not less than \$10 nor more than \$50 dollars for each and every offense.

Two seed men who began business last spring at London, Ont., were recently arrested, charged with violating the seed act by having in their possession and offering for sale alsike clover seed containing more weed seed than is allowed. Both pleaded

guilty, and one, who stated that he got the seed when he took over the business, paid merely a nominal fine. The other case will be investigated, as the man stated that he obtained his seed from some outside point.

#### SEED TRADE NOTES.

Advices to London from Chili point to a poor seed crop there this season.

The John H. Allen Seed Co. has been organized at Sheboygan, Wis.; capital, \$110,000.

The blue grass seed harvest in Kentucky began at Paris on June 11. The yield will be light.

David Frey, for forty years an employe of D. M. Ferry & Co., Detroit, has retired at the age of 82 years.

Grand Rapids, Mich., in late years, has become an important seed market, particularly for peas, beans and garden seeds.

The seed house for C. S. Jones Company at Sioux Falls, S. D., will be constructed of reinforced concrete. It will be four stories high and be fireproof and vermin-proof.

The Gurney Seed Co., Yankton, S. D., has purchased real estate on trackage and will begin at once the erection of a modern brick and concrete seed warehouse, 72x76 feet in size.

The following are the new officers of the American Seed Trade Association: President, J. C. Robinson, New York; first vice-president, M. H. Buryea, New York; second vice-president, F. W. Boljammer, Washington; secretary-treasurer, C. E. Kendall, Cleveland; assistant secretary, L. H. Vaughan, Chicago.

Missouri's clover seed crop varies from 55,000 to 85,000 bushels. The July state report says: "Clover has given good yield in nearly all parts of the state; a few counties in the northwest and north central sections have lost most of the old clover, but the new crop is doing nicely. Timothy average, 85; alfalfa, good yield for first and second crop."

C. H. Thornton's Market Record, Duluth, says: "In flax seed acreage there has been an increase which is quite large, although no one has yet attempted to place an accurate estimate on the number of acres as compared with 1908. This increase in flax is due largely to the steam plow and immigration into the so-called bad lands west of the Missouri River."

Prof. H. L. Bolley of the North Dakota Agricultural College has been appointed state seed commissioner and Orin A. Stevens of the Kansas Agricultural College has been selected as assistant in the work. The new seed law went into effect on July 1. It applies to all types of seed and grains which are not sold for manufacturing purposes for food or for forage.

W. T. Ainesworth has let the contract for the construction of a seed house at Mason City, Ill. The floor and foundations are to be of concrete; the main building 32 by 96 feet and will inclose ten bins 9.6 by 10 by 24, seven bins 9.6 by 10 by 12 and a driveway 12 feet in width through the house, the building to be covered with galvanized brick siding. A sorting and crating room 18 by 86 and an office will be on the east side of the building while a dump house 18 by 23 by 10 will be at the rear. The plant will be fully equipped with steam dryers, drags, etc. The plant will handle seed corn grown on the owner's premises.

A Canadian "Bull" writes King & Co.: "We differ very strongly from those correspondents who say that the clover prospect is good. An examination of the hay fields show the crop to be somewhat thin, but the timothy and alsike have made a better showing than the red clover; in fact, the stand of red clover is very indifferent. Another feature that seems universal and is important. Red clover is not heading out at all—all bald heads with scarcely a bit of bloom on them. It is remarkable to see such complete absence of bloom. Whether it is caused by the midge or unfavorable weather we cannot say now. We have directed our inquiries over a wide area, and receive reports from distant sections of the province." At same time a Canadian "Bear" writes: "Alsike is looking very promising all over Ontario, and a finer show of bloom we have never had. Straw is short, so consequently our yield will

be much better than if we had long straw, which lodges and rots on the ground. The first cutting of red clover is about all harvested, but we need rain in the worst way to get the next crop started at once; if it don't soon get a start our prospects are not as good as some time ago; as the seasons are so short, late growth is liable to be caught by early frosts."

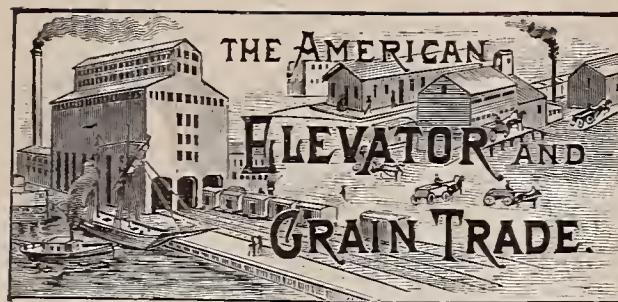
The U. S. Government will use 10,000 sq. ft. of floor space at the Omaha Corn Show on December 6-18, and will show there all the exhibits now to be seen at the Alaska-Yukon Exposition at Seattle except the forestry section. The space will be divided among the Bureaus as follows: Animal Industry, 2,606 sq. ft.; Plant Industry, 2,800 sq. ft.; Public Roads, 1,486 sq. ft.; Experiment Stations, 1,096 sq. ft., and Entomology, 331 sq. ft. The Weather Bureau will make an exhibit of kites and make forecasts.

The American Seed Trade Association in annual convention at Niagara Falls, decided to renew its protest against the Government distribution of free seeds, but with little expectation that it will be of any avail. President Watson, in his address said that the Government during the last seven years has spent more than \$2,000,000 for the distribution of free seeds, and has made provision next year to give every senator, representative and delegate 20,000 packages of vegetable seeds and 2,000 packages of flower seeds. "As well supply free clothing and the like as seeds," he said.

"Clover seed is like wheat," say F. I. King & Co.; "it is an international game. When our prices are high, Chili, Europe, and occasionally Canada, kindly export to us; when prices are low like last season, we export. Exports past season were about 110,000 bags, the largest in late years; they were 303,000 bags from the 1893 crop. Alsike is included with red clover. Canada was short this season and may be next, but Europe generally prefers their quality to ours. Years ago our country always exported and foreigners almost dictated the price. Our largest imports were 152,000 bags three years ago. Two years ago they were 138,000 bags, including white, crimson and alfalfa. Chili harvests first, her next crop promises less than year ago. Crop in some of our principal states will be much smaller than the big crop of last year, which left a large surplus, mostly in farmers' hands."

S. C. Armstrong has been made chief grain inspector of Washington to succeed J. W. Arrasmith. S. S. King will remain chief deputy. The department, which is now under the control of the Railroad Commission, will hereafter inspect hay as well as grain and weigh both products. The fee will be for the present 75c per car of either grain or hay.

Reckless use of the soil in wheat growing by pioneer farmers, without any attempt at crop rotation, has depleted fertility and increased the cost of production. Railroads made local rate discriminations and the depression of the wheat market for many years accented the unfortunate conditions which led many of the early settlers to move farther west, where there were still quantities of rich, new public lands to be obtained. Many of those who remained in Wisconsin were forced to raise other crops than wheat in order to renew fertility of their farms, or to raise stock, and later to adopt dairying, which became the characteristic farm industry of the state. "A considerable revival of wheat growing—at least according to the extensive method—appears unlikely in Wisconsin," Dr. J. G. Thompson declares, "because of the relatively more exclusive advantages for dairying than for the growing of wheat. In accordance with past experience, we may expect a continued movement of the wheat growing era of the world generally into the relatively less developed regions that are adapted to that crop, until the tendencies that operate toward the equalization of economic conditions between competing areas have worked out their ultimate effects; and such a consideration probably points to a relative decline in the extent of wheat growing within the United States as a whole for an indefinite period in the future."



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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JULY 15, 1909.

Official Paper of the Illinois Grain Dealers' Association.

#### THE DEEP WATERWAY.

The U. S. A. Board of Engineers have sent in their report to the Congress on the feasibility of the Lakes-to-Gulf deep (14-ft.) waterway. They say it can be made at a cost of \$158,697,462, and will cost about \$7,000,000 annually to maintain. They do not recommend its construction, because in their opinion the necessities of the time do not require such a vast system; and that a 9-ft. channel would be ample to carry all the commerce of the river for generations to come.

The pith of the Engineers' opinion is this—"that a 14-ft. waterway is suitable for neither the existing lake or ocean vessels [which are deep and narrow of beam]; that freight originating on the lakes or gulf will require transhipment to vessels adapted to its navigation [flat-bottom boats, broad of beam]; and that its principal value will be to provide for commerce that originates along its banks and those of its tributaries."

The only objection that can be urged to this report is the preëminent soundness of its reasoning and conclusions. River navigation is peculiarly one of flat boats of shallow draught; while lake and ocean vessels are year by year increasing their length and *depth* of draught to the uttermost limits permitted by the depth of water in harbors; while the light-draught ships are disappearing from both the lakes and the seas.

A 9-ft. channel from Chicago, Minneapolis, Pittsburg, Bismarck, Knoxville, Nashville, and so on, to the Gulf could be made and maintained for a reasonable sum; and if then the difference between that sum and the cost of a 14-ft. channel were expended by the states or the municipalities along its banks on docks and on loading and unloading machinery, as is

done in Continental Europe, canals would exist that would adequately meet all the demands of internal commerce from the headwaters of the Mississippi Valley to New Orleans and stimulate local trade between those points, as well as forever put a controlling check on railway rates and the present vicious system of railway stock watering.

#### THE NATIONAL ASSOCIATION.

Secretary Courcier's presentation to the Ohio association of the trade questions still open and calling for settlement ought to appeal to the grain associations still unaffiliated with the National. It sounds like boys' play for serious bodies, like those in the Southwest, to say to each other, "We'll go in if you will," as if they were daring each other to take a plunge into a cold swimming pool. The National should appeal to the trade for what it is and does; it is not a mere plaything to take or reject on a "dare."

The National needs the moral support of every grain dealer in this country; it also needs his membership fee. The grain trade needs now the work of a strong, well-endowed national organization as much as do the millers; yet the Federation is heartily supported by millers at a cost to individuals, over and above the cost of their local associations, of many times what the National Association asks of the grain dealer.

Local matters are now well in hand, so far as association work can off-set human selfishness and pugnacious tendency, and the work now in the states is largely that of maintaining the *status quo*; but certain questions at issue have become national in so far that their solution, as Mr. Courcier points out, must come through national and not state action. In this work, therefore, the state associations must in the future co-operate with the national body and make local influence felt through it. Every local association, therefore, that holds itself aloof from the National Association becomes a negative, and not merely a neutral, quantity in the prosecution of the work that Mr. Courcier finds still remains to be done and which is immediately pressing. (See pp. 44-45.)

#### POLITICS AND INSPECTION.

Mr. Shanahan of the Department of Agriculture was undoubtedly right in telling the Operative Millers at Milwaukee that "the great and most telling argument, that we do not want grain inspection mixed up with politics, is without foundation," viewed from the standpoint of the Federal government. Politics at Washington, as it affects the men who do the work rather than the talking and posing, is not a serious menace now to executive efficiency.

The objection to Government interference with the inspection, say, is not, therefore, that "politics" will make or mar the quality of the inspection; rather the objection lies in the fact that departmental work inevitably runs into routine; becomes clogged and impeded by tradition, "system," and the necessity of following "the regular order." Worst of all, in many matters not directly and specifically referred to by law, the department head or immediate assistant naturally becomes at once law-maker,

judge and sheriff, with what results to private business anyone who has had occasion to "cross swords" with the post office or the treasury departments, let us say, well knows. It would be simply impossible to conduct the grain business on any such plan or principle; and yet the "practical politics" involved might be an entirely negligible quantity.

One might conceive how the Government through the Agricultural Department might standardize grain grades and even go to the limit of dictating the grading rules. Indeed, it would not be surprising if, in the course of executing the pure food laws of the Nation and the states, the conflict of grain shippers with pure food inspectors and commissioners, which will compel that uniformity now under discussion, would lead eventually to just that very thing; but beyond that limit, one can now see no more justification for the Government assuming control in any way of the grain trade than it would have for meddling in the coal, hardware, lumber or any other distributing business.

#### THE ILLINOIS INSPECTOR.

Without presuming to take any part in the naming of a state chief inspector of grain for Illinois, the "American Elevator and Grain Trade" is entirely confident that the reappointment of Mr. Cowen to succeed himself, his term being about to expire, would be very gratifying to the grain trade of Illinois, who are in a position to know that at last, after about twenty years of groping, an inspector has been found who inspects and who has restored public confidence in the integrity and efficiency of the Chicago inspection.

#### BALTIMORE SCALEAGE AGAIN.

The statement of the effects of the local elevator rules as to dockage, presented in support of a petition for rehearing in the Baltimore scaleage case, as reprinted from the daily papers (see p. 9), may be a newspaper's disingenuous loyalty to home interests, but it is not beyond the comprehension of shippers of grain to Baltimore. A plain statement of this case is simply this: The elevators at Baltimore (owned by the railroads but operated by subsidiary companies) issue to original shippers true certificates of the weight of grain when unloaded on arrival; and on the basis of these certificates Baltimore buyers pay for the grain to the country or Western shippers; but on delivering the grain out of the elevator for consumption or export, the elevators make an arbitrary deduction for "natural shrinkage" in handling through the elevator. This deduction the Baltimore dealers seek to have abolished (or transferred again to the owner of the grain before it goes into the elevator—the country or Western shipper, in fact?), and the disingenuousness of the plea is its avoidance of a statement in plain terms of the alternative.

Now, Baltimore can hardly expect the "natural shrinkage" of grain that takes place in a terminal elevator to be borne, as it used to be borne, by the Western shipper. He expects of course, to stand the shrinkage incidental to his own handling and while it is in his possession, but he does not expect to stand it after the grain passes out of his possession at Baltimore.

Shrinkage is one of the incidents of ownership, and must be calculated on when one takes ownership. It is assumed and is paid for by owners of the grain at all markets where the "dockage," or "scaleage," has been abolished; and it is certainly a very surprising thing that Baltimore should declare it can't do business on the same basis and find it necessary to plead exception to this now practically universal rule of first-class and well-conducted grain markets.

#### THE HAY CONVENTION.

The most important trade convention immediately at hand is the annual meeting of the National Hay Association at Cedar Point on July 27-29, the program of which appears in the "Hay Department." Little need be added to what is there said, since hay dealers should need no further urging to attend a convention that in some respects is of more immediate concern to them than are the meetings of grain men. One feature of this convention that should attract hay men will be the hay exhibit and the matter of hay grading, the importance of which may be emphasized by quoting in full a circular sent by President Niezer to the various exchanges and hay inspectors of the country. President Niezer said:

It appeals to me that one of the vital duties of our National Hay Association is to promote a uniform conception and a uniform practice in applying our adopted rules for grading. To this end the committee in charge of the programme of our convention to be held at Cedar Point, Ohio, July 27-29, has placed special stress upon the importance of the hay display. In addition to the display itself, which promises to be a very valuable and interesting one, an institute will be conducted in the hay display rooms between the regular sessions of the convention. Lectures, classes and inspection tests will be features which will prove highly instructive. Every official hay inspector in the country should attend this convention. I believe it would pay your exchange well to send your inspectors, and I sincerely hope that you will do this.

#### PATENTING GRAIN DOORS.

So much has been said of the inadequacy of the average grain door, and the need of such an article of railway furniture is so urgent, there is a natural temptation on the part of railway men, and ingenious grain men also, to invent and put on the market a door that will "do the business." And so in the past ten or twelve years 225 patents, more or less, have been issued for "grain doors"; and still the railways are using the "same old door," which grows poorer in quality as the price of lumber advances.

Now, when it is remembered that any one of the big "granger roads" will spend a quarter of a million annually for temporary doors, it would look like a "cinch" to get a "practical door" on the market; but it isn't. There are various reasons; but chiefly the initial expense of equipping a railroad system with new doors is considered prohibitive and unwarranted in view of the fact that barely one-fifth of the box cars in existence are used at any one time for grain, although all may at times be called into that service.

Until the master car builders adopt a grain door and begin to build cars as well as car doors that will carry grain without leakage

after they have been six months in service, it is pretty nearly a waste of any man's energy and money to invent and then to patent and attempt to market a grain door.

#### THE SHIPPER SUFFERS.

The Ames-Brooks decision by the Commerce Commission very clearly presents the problem before shippers in the matter of responsibility for misquotation of freight rates. The Commission appreciates the injustice to the shipper who is erroneously informed as to a rate and acts thereon in good faith; but declares its inability to grant relief because the statute makes it the duty of the shipper to know the rate independently of any statement by the carrier outside its tariff sheets.

This being in a multitude of cases a manifest impossibility, except at prohibitive expense to the shipper, it would seem that the law should be changed to grant the shipper adequate protection. But how? The theory of the framers of the statute was that the carriers' agents are not to be trusted to tell the truth about rates—that they will deceive to get business and to grant favors, defending both evasions of the spirit of the law with a plea of an error, and use any liberty to refund because of an error to pay rebates. This theory of the law-maker is not flattering to the railroad man; but it stands in the way of any change in a law whose theory of the relations of principal and agents to the public is certainly unique in commercial law.

We do not account ourselves acute enough to suggest an infallible method of getting around the difficulty; but that the main difficulty in the problem involved has been correctly stated there is little doubt.

#### RETENTION OF CLAIM PAPERS.

An important explanation by the Commerce Commission is that made to Commissioner Lincoln at St. Louis *re* the right of the carrier to retain papers filed by claimants. The letter of the Commissioner, found in the "Transportation" department on another page, will explain what has been both a mystery and an annoyance to not a few claimants who have been unable to regain possession of their documents.

It will be seen that the law, while requiring the carriers to preserve their records, does contemplate the conservation of the shipper's rights to certain of his papers, the possession of which would be essential to establishing his case in court should he be compelled to sue on his claim; but considering the practical difficulty of getting claim offices to make a differentiation of the papers they are required by law to retain and those they are required by law to return, would it not be advisable (and proper) for claimants to make their papers in duplicate, and certify under oath to the accuracy of the copies of original documents, which could then be filed in lieu of the latter, which the claimant should retain in his own possession?

J. N. Shoonmaker of Jackson, Mich., in an able paper, entitled "Twenty Years as a Jobber and Dealer in Combustion Engines," read before the convention of National Gas and Gasoline Engine Trades, takes occasion to "call

down" some of the makers of engine catalogues, which may be called specimens of imaginative literature rather than serious trade catalogues, which, as he thinks, should be, first of all, truthfully instructive of the buyer, even when issued by private houses. Mr. Shoonmaker is apprehensive for his line as a whole from this abuse of advertising; but he may rest easy, because the "circus ad" method applied to a manufacturing business usually reacts upon the advertiser rather than on the business itself.

#### STORING IN PRACTICE.

The experience of McLaughlin at Manteno is fairly typical of the results of the practice of storing grain for farmers, except in this, that others' experience seldom comes to light in the same way. When a man is in a position to conceal his foolishness, he seldom publishes his losses; McLaughlin was not in that position, and has achieved some notoriety.

The law, as construed by the courts in a case like this, does not make McLaughlin's act of disposing of his client's stored grain a "conversion"; he was guilty of no criminal act, because "storing" is in law a sale of the grain at a price to be fixed by the seller subsequently to the delivery; but in the country this fact is not so well understood, so that those who find themselves in Mr. McLaughlin's situation are branded frequently by the community as dishonest. Now, Mr. McLaughlin was not technically, nor, as it would appear, morally dishonest; but his usefulness in that community is at an end, simply because he had the misfortune to miscalculate; his desire to do business outrunning his ability to live up to his financial responsibilities. It was an exceedingly ill-judged experiment for an agent; but would it have been any wiser had he been acting for his own individual profit? One may well doubt it.

#### AGAIN ABOUT CLAIMS.

When one goes behind the scenes of this claim business, he is impressed with the thought that intelligent system and strictly business-like method pay in the long and the short run. Our correspondents say so. Carriers expect to pay real claims but not fictitious ones. They know well enough that the majority of men are honest, even men who file what are essentially fictitious claims. But not all men are methodical or accurate in doing their business, and some are for that reason led into false situations by errors growing out of their own lack of system. But the claim agent must consider each case from the data before him. If these are insufficient, irregular in form, indefinite or in any other way defective, can the agent be expected to do otherwise than reject it or treat it with suspicion? Leaky cars, shortages and payment for loss are all things entirely within the control of the shipper himself; he can avoid most of his losses by care in weighing and loading and a systematic keeping of his loading records and intelligent handling of claims will assuredly bring him redress for all actual losses incurred. But one cannot justify his own carelessness by complaining of another's refusal to take his word for what he has himself been too negligent to put on record when he should have done so. done so.

## EDITORIAL MENTION

Clean up the waste about your elevator; dirt has a notable affinity for fire.

The Cincinnati hay inspection apparently is getting itself "disliked" by Indiana and Ohio shippers.

The Michigan Hay Association, one of the best in the West, will meet in annual session at Lansing on August 4-5.

You may know a lot about scales; still it is likely S. S. Morgan's paper on p. 19 may contain something that is new to you.

The Kansas Grain Commission, to meet at Topeka on July 27, will be asked to establish new official grades for "Turkey Hard Wheat."

Every argument that can be made to induce a dealer to join a local association is a reason why all local associations should affiliate with the National.

All of the "lower tariff" senators from the barley states, except those from Iowa, voted for the increase of the barley duty to 30c a bushel; but of course in such a scramble as is now going on at Washington no one is expected to be consistent.

The Commerce Commission has lately been taking great interest in underbilling; and already many Eastern firms have had reason to regret they were not truthful. The Commission, in fact, has undertaken to make the practice very unpopular and unprofitable.

Dealers ought to join with the farmers in protest against a tariff, or protective duty, on plant foods as proposed by the Congress. Such a tax would be an economic crime. If anything should be done, there ought to be a heavy duty on its exportation, not one on its importation.

Mr. File's paper on "Bookkeeping for Country Elevators" is worth careful study. In the grain business, as in other lines of industry and trade, other things being equal, the difference between success and failure will generally be found in the kind and accuracy of the bookkeeping.

A meeting of delegates from the Western grain exchanges was called to be held at St. Louis on July 9 to consider the question of receivers' commissions. Owing, however, to floods in the West and to other causes, the attendance, so the St. Louis committee report, was not considered authoritative enough to make action desirable, and the latter was postponed.

A Kansas grain firm recently obtained a judgment against the Santa Fe Railroad for \$816, damages caused the shipper by the road's not furnishing cars as ordered. A very much larger sum was asked; but the evidence seems to have been insufficient to establish a greater amount. The judgment reminds us again of the fact that in a court of justice it is not what

one may actually have lost but what he can prove he has lost that is the measure of his damages as represented by a verdict.

Indiana dealers at their late convention echoed the Illinois demand for a premium on shipments of the "better" grades to even up with the discounts. Looks like the "square deal," doesn't it?

July seems to be unusually "hot stuff" in both the wheat and the corn pits. Secretary Wilson could break even now with the boys and all would be forgiven by chasing some of that "plenty of wheat" into sight right away quick.

There has been weeping and wailing at Minneapolis—a "discretionary pool" in grain, involving over a hundred thousand dollars, having disappeared with the manager; and all the smart-alex papers and preachers will break out again on the awful consequences of "board of trade gambling."

Southern food and feed inspectors are preparing for more attacks on the mixers of grain sent into the South. Especially does the Texas pure food commissioner, Dr. J. S. Abbott, seem to be working himself into form to "stop the practice" of mixing wheat in ways Texas millers despise. There is liable to be trouble down there during the coming shipping season.

After all, the able report of Gov. Hughes's Stock Exchange Committee contains nothing of more immediate and lasting value than the suggestion that, "The most fruitful policy [of all exchanges] will be found in measures which will lessen speculation by persons not qualified to engage in it. In carrying out such a policy, exchanges can accomplish more than legislatures."

The wisdom of the Illinois Association's resolution requesting the carriers to make preparations now for a car shortage in the near future by putting their rolling stock into condition before the rush comes, will hardly be questioned; but as managers want to make as good financial showing from day to day as possible, they will probably wait until the crush comes before doing so, and both they and the shippers will suffer again.

Although the Central and other passenger associations have refused to grant any concession in passenger fares for the National Hay Convention meeting, still there are in effect summer tourist rates to Cedar Point and other Lake Erie resorts. Ask the local railroad ticket agent for these rates; if he hasn't them on file he can procure them. While they are not much lower than the regular rate, there is a saving, nevertheless, in using them.

The North Dakota Railway Commission has issued an order forbidding elevator and warehouse agents in that state to issue storage receipts in excess of the grain actually in their buildings. This step was taken, it was said, to reach concerns renting small elevators, who issue storage receipts far in excess of their building's capacity, ship out the grain as fast as received; and then when the farmers try to

collect go into the hands of receivers. Our information does not state the penalty involved in violation of the Commission's order; but one can see that the rule properly loaded might be effective in breaking up the free storage habit that afflicts so many dealers.

Grain shipments via the interurbans have begun in the Illinois district traversed by the "McKinley System," the first car so shipped having gone into St. Louis from Maroa. While the receivers will welcome this expansion of the transportation facilities of a rich producing country, one can hardly fail to see, in this fact of the "electrics" entering into the grain shipping business, a still further multiplication of the competition of the country dealer and the moving of the loading station a step nearer to the farm itself.

The Nebraska *State Journal* is horrified to learn from the experiment station's seed laboratory that alfalfa and clover and other grass seeds offered for sale in that state have been found to contain dodder and other noxious seeds; and declares that "radical measures of insuring the use of pure seed are justified by the public interest," which is true enough. But don't let us lay all the responsibility for impure seen on the dealer—the farmer grows it, and he ought to be held to at least a joint responsibility for it with the dealer.

It may interest Baltimore dealers to be reminded that a Chicago elevator was compelled to pay a loss on June 28 of nearly \$7,000 because of a shortage of 5,300 bu. in the weighing cut of wheat. This loss was settled on the basis of \$1.24 1/2 per bu. The shortage in weight was one of the natural losses that elevator concerns are compelled to stand, and, with wheat at present prices, it materially cuts down the profit; but it is not recorded that the elevator had to go out of business or that grain was diverted from Chicago on that account.

While some receivers are complaining that commissions are too low, owing to the fact that it now takes a great deal more money to do a grain business than it did when corn was worth 30 to 40c. and wheat only 60 to 75c., there does not appear to be any great effort making on the part of country dealers to widen their margin. Yet it must come to that if the business is to be profitable. At present prices for grain small leaks in transit, the shrinkage in handling and missing grade run into money very fast; and dealers must conduct their business accordingly.

Rate Clerk S. S. Reeves's address to the Indiana dealers was interesting, as are all explanations by railroad men of the exceeding simplicity and infallibility of their methods. "The railroads' methods for handling requests for rates cannot be improved upon," he tells us; but when, as we have seen in the Ames-Brooks case, a shipper takes every precaution to make a request for a rate, only to find that the rate quoted is a wrong one and one that acted upon nets the shipper a heavy loss, one must confess that the results at least of this method that "can't be improved upon" might be improved

upon from the shipper's point of view if not from the railroad's.

The agricultural commissioner of Kentucky is trying to get up steam to take control of the grain inspection at Louisville. The law provides for state inspection, but puts no penalty on refusal to abide by state inspection. The commissioner has had some complaints, he says, from Louisville, and his complainants think that if they can only have the work done by "the state" it would be, oh, so much better; so the legislature will be called on to enact a penalty. The complainants, by the way, think they have discovered that "the position is worth \$6,000 to \$7,000 a year."

Lightning has been a notable destroyer of grain elevators during the past 30 to 40 days, as our record of fires and casualties discloses. One is well aware of the fact that many people have a prejudice against the lightning rod, owing to frauds perpetrated by itinerant peddlers in the past; but it remains the fact, nevertheless, that the lightning rod, properly erected, not only affords ample protection against lightning, but is the only known protection from that source of danger, one to which grain elevators, owing to both their height and their isolation, are peculiarly exposed.

In spite of their complaints, the old-time insurance companies at Chicago are compelled to admit that, with all their bad luck with terminal houses, the grain lines have been profitable. A tabulation of the experience with grain by one large agency for the past twenty years shows that in fourteen of those years it had no losses whatever. Up to January 1, 1908, it had a loss ratio of 20 per cent, but the burning of the Union Elevator last year and the Illinois Central Elevator this year, the first due to exposure hazard and the second to lightning, raised the loss ratio to 35 per cent.

Wisconsin law now prohibits persons holding trust funds from dealing in grain, stocks, etc., on margins. This is not an unreasonable law, for while it may discommode some very estimable people, it will discourage others from entering on a very great danger. There are some board of trade firms who have always refused to take business from fiduciary agents who are known to be such, both because they do not think it morally right for such persons to speculate at all, and because the law in certain states make obligations incurred by such agents or speculators uncollectable for obvious reasons.

One can sympathize with Mr. McCray, who was asked to and did tell the Indiana dealers something worth while about "Coopering Cars"; for the professional mentor, as the editorial writer must needs become to a certain degree, finds "Coopering" a pretty well-worn subject, however unending the necessity for cautioning shippers in this respect. The discouraging feature of the subject, however, to the speaker and the writer alike, is the apparent indisposition of shippers who need the warning to pay any attention to the admonitions of either, and so both busy themselves with a thankless task. The man who can least afford not to cooper and

line his cars, the country shipper, is he who habitually does not do so; the big terminal shipper who forwards to the consumer or for export both cooperers and lines his cars; and when his consignment is short in weight he knows why, and so do the carriers.

The "Seed Oats" campaign of last winter does not appear to have been so immediately productive of results as did the first similar work with corn in Iowa; for the oats in Iowa this season are no better, if not worse, than the crop of last year. The secret of the situation probably lies in the fact that good seed oats were last spring more difficult to obtain than was good seed corn at any time, while the difficulty of adapting seed to a new habitat is no less serious with oats than with corn. It is hoped that care will be taken at harvest to select and save the best oats for local seeding next spring, that the seed may be improved in that way rather than by trying to get good results by importing as seed the heavy but unacclimated oats of Montana, which are not likely to prove satisfactory when grown under very different conditions in Iowa or Illinois.

The grain inspector at Superior, Archie McMillan, has been under fire—charged with incompetency, overbearing disposition, penchant for making his employes work when there is work to do, and so on. This ought to be enough to "fire" any man. But the real milk of the cocoanut trickled out every once in a while during the examination. It will be remembered that the Wisconsin inspection was established to protect the farmers (?) by an honest (?) inspection, at a time when the Minnesota inspection, as Superior, virtuous to a fault, said, was too slack and easy and did not grade the farmers' stuff high enough; but now the Minnesota grades are "less favorable" to the farmer, the powers that be in Superior are disposed to "favor the producer." McMillan is getting it from all quarters because he is too "stiff" in his enforcement of the too "stiff" grades, and they want to get rid of him—isn't that it?

The people who find so much objection to the Board of Trade method of making prices on grain, might be reminded of the nuisance so common in the hay trade, of misquotations of prices in the market circulars of unprincipled dealers and sharers working the country for "trial consignments." Hay is not, technically speaking, a "speculative" commodity on 'change anywhere, and the trade therefore must rely on the honesty of dealers in the big markets for the accuracy of their daily quotations and well-digested estimates of market supply and demand. Trade adjustments of prices on hay are therefore slower and more uncertain and introduce a factor in the speculation attendant on all buying and selling for future consumption that does not exist in the grain trade. The protection of the hay shipping public against unscrupulous receivers is also less complete than is that of the grain shippers; so that it becomes doubly necessary for the hay shipper to select consignees and correspondents as carefully as he would his banker or the executor of his will.

Canadian markets are enjoying the sensation of a "deal" in July oats.

#### FIRST ANNUAL MEETING OF THE WESTERN GRAIN DEALERS' ASSOCIATION.

The first annual meeting of the Western Grain Dealers' Association occurred at Chamberlain Hotel, Des Moines, Iowa, on July 14. President J. A. Tiedeman of Sioux City, Iowa, called the morning session to order at 10:30 a. m. and read his annual address as follows:

It is not my purpose to go into any long and detailed talk, but perhaps a few words as to the general work of our Association might be in order. We are holding the first annual meeting of the Western Grain Dealers' Association and the ninth annual meeting since an association was organized in Iowa.

When the Iowa association was first organized, the work was much less than it is now. As time has gone by, many questions have come up, which gradually widened the scope of our work, so that now we have the Association working on a big, broad basis. The questions that daily come up are of such importance and the labor of working them out is so great, that it is almost more than one man can do; therefore, about a year ago, it was suggested that in order to relieve the secretary of a part of this burden and also that questions be classified under certain heads, some of this work be delegated to various committees to be appointed from the membership of the Association. Acting upon that suggestion, committees on arbitration, legislation, transportation, scale inspection, terminal markets and grain improvement were duly appointed.

I sometimes wonder whether we shippers realize and appreciate the value of being organized into a strong commercial body, working to gain benefits that go to the profit of the whole grain trade. Do we realize that as an Association we have been the large factor in eliminating bad methods and abuses in terminal markets? Before this Association was organized there was no such thing in some markets as terminal supervision of weights. No record kept of car seals, railroad yards were not policed, nor were the terminal houses very particular as to sweeping the grain from the cars when unloading. These are a few of the benefits we have been able to gain by working through an association. It is quite doubtful as to whether the individual shipper would have had so much as a respectable hearing, if he had complained as to the bad methods that formerly existed in various terminal markets.

A great deal has been done and a lot accomplished in the matter of freight claims. The Association is not a collection bureau and must not be taken as such; yet, at the same time, it does not get the credit that it deserves for this work. It has taught many shippers how to make a claim and what claim is just and honest and should be paid; and at the same time, the railroad companies have also changed their manner of handling grain claims. Claims for leakage in transit, loss in value on account of delay, are now good. Ten years ago it was doubtful whether they would be paid. In fact, it is getting popular with the railroads to pay all honest claims promptly.

The meeting of the claim agents of several railroads with us at our last annual meeting no doubt was one of the best things ever done to bring the two interests to understand one another better.

We appointed a committee on arbitration, but so far they have had no work to do. They have had an easy life. What few complaints did come up never got as far as the committee, having been quickly adjusted by the Secretary. The fact that we have had no cases for arbitration speaks exceedingly well of the shipper.

In the matter of scale inspection, we have made wonderful progress. When this department was first organized, it found different country scales in all sorts of conditions. The work of this department takes time and work to keep it running in proper shape. The best thing that I can say for the department is that I wish the inspector had the time to get around and inspect our scales in the spring and fall, instead of only once a year. I think it is one of the best and cheapest investments that we have made. Even though the scales are weighing all right when the inspector comes, it is a great pleasure to know that our scales are correct and that our weights are honest to the producer as well as ourselves.

For some time we have been taking an active interest in the improvement of grain crops. The history of what we have done in awakening interest in the improvement of the corn crop is so well known that it is not necessary for me to repeat it. During the last year we have done considerable work in boosting for better oats. At the National Corn Exposition, at Omaha last fall, one afternoon on the program was set aside as "Grain Dealers' Day" under the auspices of our Association. We had a good, live program, and it was given close attention by a very large crowd until the very end. I have no doubt that a great deal of good resulted from this meeting. During this spring we repeated the special train idea, and seed oats specials were run on three of the railroads of this state. From statements that have come to me personally, I am satisfied that they accomplished their object and that in a short time we will begin to see results.

You are all familiar with the monthly crop and stock report published by the Secretary every month. You all do your share towards making that a success. I have no hesitancy in saying that it is one of the best, in fact, I think I can safely say, the best crop and stock report that is published in the state of Iowa. The work of getting up the crop report and the work of publishing and disseminating in-

formation among the methods by our monthly circular letters and bulletins is no small task.

The general correspondence of the Secretary's office in itself is large, as it keeps an open door for any matter that the members may want to put to the Secretary. It is a fact that we never write in about anything that we know about, but rather about something that we do not care to dig out or have not the data at hand to look up. Propositions that are put to that office are always difficult to answer and it requires a great deal of effort to make a showing.

A greater portion of the membership, I find, appreciate and know as to the benefits that they get by being organized into an Association, doing business on a basis as conducted by us. They know that if they were not organized they would have no slandering or complaints in terminal markets; that railroads would be inclined to be more indifferent; that we could not get out a crop report that is of immense value to every grain dealer. The benefits are many and, as I said before, go to the members of this Association.

There are in this state a number of individual dealers as well as a few line companies that are not members of our Association. Inasmuch as they are getting many of the benefits as a direct result of this Association's work, it would seem that they would be inclined to want to put their shoulder to the wheel. That they are not members of this Association is not exactly to be regretted, but is rather their misfortune and to their discredit.

#### SECRETARY'S REPORT.

Secretary-Treasurer George A. Wells read his report, as follows:

This is the ninth anniversary of this Association and also of my term of service as Secretary. It has been the policy of the Association during the past year to place more responsibility upon standing committees than has been customary heretofore, and to that end the following committees were appointed by the President, viz.:

Arbitration.—Jay A. King, Chairman, Nevada; E. L. Ericson, Story City; G. L. Graham, St. Louis.

Legislation.—B. A. Lockwood, Des Moines; B. B. Anderson, Estherville; J. N. Gilchrist, McGregor.

Transportation.—O. A. Talbott, Keokuk; L. Maack, Walcott; C. K. Liquin, Clinton.

Scale Inspection.—L. J. Button, Sheldon; H. S. Greig, Estherville; Julius Kunz, Wesley.

Terminal Markets.—Geo. A. Stibbens, Red Oak; E. M. Cassady, Whiting; C. D. Sturtevant, Omaha.

Grain Improvement.—M. McFarlin, Des Moines; E. S. Westbrook, Omaha; R. G. Remley, Anamosa; E. A. Fields, Sioux City; M. E. De Wolf, Spencer; S. J. Clausen, Clear Lake; J. E. Kennell, Fremont; R. B. Carson, Moulton.

The reports of these committees will suggest in a way the different matters that have been given more or less attention by your Secretary in correspondence and otherwise, and it is therefore not necessary for me to make a report covering such matters. I would suggest that these committees be given more special recognition in our By-laws and power to act without the necessity of the approval of the Association.

During the past year we have received about sixty-five new members and have lost about the same number, leaving us in good standing about 510 members. The work of soliciting members has been entirely neglected during the past year, with the exception of an occasional circular letter, owing to the fact that there has been so much other work to attend to. There are about 100 individual grain dealers in this state, besides several large line elevator companies, who do not give this Association support, either morally or financially.

We receive numerous requests from terminal market dealers for lists of grain dealers who are actually members of this Association, advising that they prefer to do business with our members, for the reason that they find that as a general proposition a grain dealer who is a member of the Western Grain Dealers' Association is most likely to be fair and square in his dealings; and I believe that such a list should be published and distributed among the dealers in terminal markets. I believe the position that has always been taken by this Association on arbitration has resulted in the sentiment suggested.

As the members of this Association well know, your Secretary's office keeps open door to the members on any proposition pertaining to the grain business, with the result that there is a large and continuous correspondence regarding matters of difficulty of all kinds, and the propositions presented are as a matter of course often difficult to solve, and it should not be expected that your Secretary can always make a showing; but you should bear in mind that the cases in which he fails to make a showing probably require more hard work than some of those in which he does.

In the matter of freight claims, we have a continuous struggle to hold the lines of right and justice on general principles as between the shippers and the railroad companies; and unfortunately for your Secretary and the Association, there are very few members who are in a position to know the character and actual results of this work.

Not very long ago, the manager of a certain line elevator company, who is not a member of this Association, was telling me how successful he was in handling freight claims, and he cited a particular claim that he had collected without any trouble. The fact was that claim involved a certain general question that had previously been adjusted with the Claim Department by this Association, and as you no doubt understand that under the interstate commerce law a railroad company cannot discriminate as between shippers, when a railroad company is induced to adopt a certain rule or policy by this Association, all grain shippers receive the benefits, whether the claimant be a member of this Associa-

tion, or a farmer who loads and ships his own grain.

I find that there is a tendency on the part of a few of our members to make claims against the railroad companies for unreasonably small amounts. This is hardly business-like or consistent, and simply results in establishing technical ideas that are not in my opinion for the best interest of either the grain dealers or the railroads.

It may be of interest to the members to know something of the routine work of the Secretary's office.

Up until January 1, 1909, the work of both the Western Grain Dealers' Association and the Western Grain Dealers' Mutual Fire Insurance Association was entirely done by your Secretary with one assistant and the scale inspector, who also inspected insurance risks.

In addition to the regular work of the Grain Dealers' Association, we have written about one million dollars of insurance during the year.

Our scale inspection work requires considerable correspondence, care and attention on the part of the Secretary. It costs about \$10 per day to keep the scale inspector going, and it is quite a problem sometimes to make ends meet. Some of the dealers do not seem to understand that it is necessary for us to inspect about three scales per day to make expenses or that it is necessary to have general support and patronage to make the necessary aggregate earnings to cover the annual expense of this work.

We undertake to give our members by circular mail as much special information pertinent to their business as possible, besides compiling monthly reports on crops, stocks of grain, etc.

I believe that this Association gives its members a service that is worth much more than the small cost of the annual dues, and yet it is sometimes amusing to note a disposition on the part of a member to economize in this regard.

Briefly summarized, we offer the following service and invite your careful consideration, viz.:—(1) An open door for any kind of information; (2) arbitration or adjustment of differences as between buyers and sellers; (3) annual scale inspection and repairing at minimum cost; (4) insurance at lowest cost; (5) collection of refused freight claims and consideration of all railroad claims in general; (6) terminal market investigations; (7) monthly compiled reports of crop conditions, movement of stocks, etc.

President Tiedeman then appointed the following committees:

Resolutions—J. A. King, J. W. Radford, M. E. DeWolf.

Nominations—Geo. A. Stibbens, G. L. Graham, B. C. Hemphill.

Treasurer George A. Wells read his financial statement which on motion by M. E. DeWolf was referred to an auditing committee.

The president appointed on this committee Julius Kunz, I. L. Patten, Oscar White.

#### ON TERMINAL MARKETS.

George A. Stibbens, chairman, made his report on "Terminal Markets" as follows:

Your committee, after careful consideration in regard to interest charges on advances by terminal dealers, have come to the conclusion the charges are just, if the grain is promptly unloaded. During times of congestion, railroads are frequently requested to hold cars back by the elevator operators because they are not in position to unload them; therefore country shippers are compelled to pay interest for a longer period than they should; and we recommend that in cases of this kind interest cease when elevator people have the grain held back to accommodate them.

We find that the rules of the various markets are all about the same; that interest must be charged from date of advance to time of unloading, all of which we believe is legitimate except as stated above.

#### COMMISSION MERCHANT ACTING AS BOTH PRINCIPAL AND AGENT.

In order to give you an idea as to the custom prevailing in regard to this matter, I will read the rules of the various exchanges:—

St. Louis.—We have no rule governing the question of commission merchants taking to account a shipment of grain assigned to them.

Milwaukee.—I beg to advise you that there is no rule of this exchange bearing upon buying by a commission merchant of grain which has been consigned to him, and such a practice is not regarded with favor by the commission men of this market.

Kansas City.—Sec. 3.—No member of this association is allowed under any circumstances to be both principal and agent in any transaction in any of the commodities dealt in under the rules of this Board. Furthermore, no member of this association, in any transaction in any of the commodities dealt in under the rules of this Board, shall allow himself, directly or indirectly, either by his own act or by the act of an employee, or of a broker or other member of the association, to be placed in the position of agent for both seller and buyer.

Minneapolis.—The rules of the Chamber of Commerce of Minneapolis do not permit a commission merchant to act as both agent and principal, nor do the rules of any grain exchange so far as we know. The general law of the land governing the relation of principal and agent absolutely forbids this; and we do not believe that any grain exchange, or any organization, could pass a by-law permitting this which would be of any effect. If a car of grain is consigned to a commission merchant to be sold by him to the highest bidder, and he should purchase the same himself without the knowledge of the shipper, we believe that the shipper could re-

cipiate the sale, even though the price paid was higher than the market price.

Omaha.—Referring to your letter of June 24th regarding our rules in regard to commission merchants acting as both principal and agent in the sales of cash grain in this market, beg to refer you to a rule recently adopted by this Exchange, which reads as follows: "Any member who, or whose firm or corporation, shall be convicted by the board of directors of a violation of the provision of this rule, or of any evasion thereof, by making rebates in prices, by making any contract or observing any contract already made; by furnishing a membership in this Exchange; by giving any bonus, gift, donation or otherwise; or who shall purchase, or offer to purchase, any grain, seeds, provisions, or other commodities consigned to him, them, or it, for sale; or shall render any other service or concession whatsoever with the intent to evade in any way, directly or indirectly, the regular rates of commission or brokerage established by the foregoing rules, shall be fined \$50 for the first offense and \$500 for each subsequent offense; provided, that free telegraphic communication shall not be construed as a violation of this rule."

Chicago.—Sec. 11.—No member of this association is allowed under any circumstances to be both principal and agent in any transaction in any of the commodities dealt in under the Rules of this Board. Furthermore, no member of this association in any transaction in any of the commodities or indirectly, either by his own act or by the act of an employee or of a broker or other member of the association, to be placed in the position of agent for both seller and buyer. This section shall not apply in case of exchange of cash property."

"Sec. 12.—Upon the conviction by the board of directors of any member of the association, firm or corporation of the violation of Sections 10 and 11 of this Rule, he or they shall be suspended from all the privileges of the association for a period of not less than one year, and for a second offense shall be expelled.

From the reading of the rules of the different exchanges on this subject, we find that some have stringent restrictions against a commission merchant acting as principal and agent, others have no rules covering the matter. It would seem good business ethics for the markets that have no control over their members, in regard to receiving a consignment and selling it to themselves, to get busy and amend their by-laws so as to make it impossible for any one to carry out a transaction of this character, which, to say the least, looks very un-business-like and has a tendency to create suspicion on the part of the country shippers.

We understand that some markets now having rules preventing the practice of a firm acting as both principal and agent have some members who are opposed to the regulation and are trying to create a sentiment that will eventually bring about a repeal of the rules. We recommend that this Association make an investigation of the custom of markets that have no rules covering this subject.

#### REINSPCTION.

We now present to you the rules of the different Exchanges in regard to Reinspection of grain:—

St. Louis.—Our rule about accepting or rejecting a purchase is as follows:—"Whenever grain in bulk or in sacks is sold for cash by sample, subject to the inspection of the purchaser, the purchaser must accept or reject same by or before 11 o'clock a. m. of the business day next succeeding the day of sale. In case the purchaser does not notify the seller by 11 a. m. of the next business day to the contrary, it shall be understood that the property is accepted. Grain thus sold by sample must be paid for upon presentation of the bill with proper certificates of weights attached."

I suppose the seller might make a special contract with the purchaser allowing him a greater time to reject a purchase if he chooses to do so, but I do not think it is the custom, but might be the exception.

Milwaukee.—Regarding your second question. There is no custom here by which the seller enters into a special contract with buyer permitting the buyer to reject the grain for an indefinite time. There is no time limit by rule within which acceptance must be made, but grain is ordinarily unloaded within a few days, especially where it goes to one of the public elevators, and reinspection may be called for before car is unloaded.

Kansas City.—Sec. II.—Unless otherwise agreed, purchasers of commodities sold in car lots upon the open Board during trading hours upon which samples are exposed shall be deemed to have purchased by sample and grade; and a purchaser of commodities bought of members may have the cars tendered as a delivery upon such contracts, sampled by an official sampler.

If such sample shall appear to the purchaser to be of an inferior quality to that of the sample and grade upon which the purchase was made, the purchaser may notify the seller thereof and reject the car by one o'clock p. m. of the next succeeding business day, and the purchase shall be adjusted as provided hereinafter; but if the rejection is not so made, the purchase shall be construed to be agreed to by both parties and be final; provided, always, that if the car, on account of loading, or if for any other cause the sampler cannot make proper sample (and the certificate of the sampler to that effect shall be proof sufficient), and the purchaser shall so notify the seller by one o'clock p. m. of such succeeding day, the time of sampling and rejection shall then extend to such time as proper sampling can be made, provided the car remains within the jurisdiction of this Board. Provided, further, that any charges accruing on account of inability to secure such sample shall be paid by the seller. If such car is shipped beyond the jurisdiction of this Board before such sample is secured, it shall be

construed that the purchaser waives the right to sampling and rejection.

In all cases of rejection, either buyer or seller may call for reinspection, and the purchase and sale, except on grain to arrive or grain to be delivered from Kansas City elevators, shall be completed on the basis of the reinspection at a price conforming to the average market difference between the original sample and grade and the sample and grade on reinspection unless otherwise agreed; provided, that "plugging" a car shall be evidence of fraud and operate to except such car from the privileges of this rule. Provided, further, that purchasers of grain to arrive or grain to be delivered from elevators shall, unless otherwise agreed, receive in fulfillment of such contracts only the grade purchased.

Minneapolis.—In regard to your second question as to the right of the buyer to accept or reject the purchase, we might state that when a car of grain is sold on our exchange floor, the buyer has no privilege of rejecting the sale, except that all purchases are made subject to the right of reinspection; and if as a result of the reinspection the grade is lowered, then the buyer may refuse the car. Where grain is loaded out of terminal elevators on sales for future delivery, the buyer must give notice for reinspection or appeal on all grain and seeds inspected out by 3 p. m. on the same day the grain is loaded out.

Where sales of grain are delivered on track, notice of intention to call reinspection must be filed with the seller within 48 hours from the time of sale.

Where grain is bought delivered at terminal elevators or mills, the terminal or mill may call for reinspection at any time before the car is unloaded. The above, of course, is subject to the rule which provides that certain lines of action, such as recording the car, shall constitute the final acceptance and deprive the buyer of the right to call for inspection.

So far as the custom you mention as to special contract with the buyer, we might state that this simply means that all purchases of grain are subject to the right of the buyer to call for reinspection unless this right is specifically waived at the time of making the contract.

Omaha.—Page 46 of our Rules and Regulations reads as follows: "Track grain purchased and ordered for shipment must be rejected by 12 o'clock noon on the next business day; but if ordered to elevators, mills, warehouses or team track, must be rejected within 24 hours after arrival as ordered. In all cases of rejection, either buyer or seller may call for reinspection, and the purchase and sale shall be completed on the basis of the reinspection at a price conforming to the average market difference of the two grades on the day of the original transaction unless otherwise agreed; provided, that "plugging" a car shall be evidence of fraud and operate to except such car from the privilege of this Rule."

Chicago.—Sec. 14.—Whenever grain or mill feed is sold by sample, the purchaser must accept or reject such grain or mill feed by 11 o'clock a. m. of the business day next succeeding the day of purchase, unless it shall have been impossible for an official Board of Trade sampler to sample such grain or mill feed within the time specified. It shall be the duty of the purchaser to notify the seller by 11 a. m. of the business day next succeeding the day of purchase, and such grain or mill feed shall be sampled as soon as possible thereafter by the official grain sampler, and the purchaser must accept or reject such grain or mill feed immediately after the report of the official sampler is made.

It shall be the duty of the seller to notify the buyer at the time of sale (or on arrival if sold to arrive) when grain is graded subject to approval, and upon such notification or upon the delivery of the official sample obtained by the buyer, it shall be the duty of the buyer to notify the seller of his intention to demand a clean certificate of inspection. When sales are made by sample and the official sampler reports car "too full for thorough examination" it shall be the duty of the buyer to notify the seller of such fact before 11 o'clock a. m. of the business day next succeeding the day of purchase, and of his intention to re-examine such cars at time of unloading or transfer.

Whenever grain, mill feed or seeds are sold to be switched or delivered to connecting lines, or when sold for shipment beyond Chicago, it shall be the duty of the seller to order such property in accordance with the written instruction received from the buyer, within twenty-four hours after the receipt of such instructions, Sundays and holidays excepted. If the purchaser fails to provide by the close of the next business day after date of purchase such written instructions, then the property involved shall be at his risk in all particulars.

In case the seller shall fail to order the property as hereinbefore provided, it shall be his duty to promptly notify the purchaser the next day of such neglect, and the purchaser may for such reason cancel the purchase; but such cancellation if made must be made immediately.

On all property sold as hereinbefore provided a delivery by the railroad over which the property arrives to the designated railroad shall be construed as a delivery, and the seller's responsibility for damages or loss on any account shall cease after delivery to such connecting line or railroad.

Whenever grain, mill feed or seeds are sold to be switched or delivered or for shipment beyond Chicago, and after such sale has been made, it shall develop that the railroad nominated by the buyer is unable to accept or handle the property tendered, it shall be the duty of the buyer, upon receipt of request from the seller, to provide or nominate the name of a railroad which will receive such property; and, upon failure of the buyer to provide

such written instructions within 48 hours after notice has been given by the seller, shall have the right to sell out for account of the purchase all property so involved; and loss which accrues shall be paid by the original purchaser of the property.

From the reading of the rules on reinspection, you will notice that most exchanges attempt to regulate the matter, but in such a way that the buyer nearly always has the advantage. You will note that some of the rules stipulate "unless otherwise agreed," and we find that it is almost always otherwise agreed; for it seems that a majority of sales are made in such a manner that the buyer has the privilege of calling for a reinspection, and, as a rule, when the market declines, a reinspection is called for, and in most instances when the grain is reinspected the grade is lowered, but if the market advances after the purchase is made no reinspection is wanted.

We believe too many commission merchants are in the habit of selling consignments under special contract, giving the purchaser the right to call for reinspection at any time before unloading. We think this practice unfair to the country shippers and morally wrong.

We recommend that the Secretary of this Association be instructed to take this question up with the different exchanges with a view of having rules adopted that will be equally fair to the seller and the buyer.

#### REPLACING GRAIN DOOR BOARDS AFTER INSPECTION.

From personal observation we can truthfully state that it has been the custom of a great many inspection departments, that, when their track inspectors go into an inspection yard, the top boards are knocked off from over the doors on one side of the car and left laying on top of the grain loose. I can better illustrate by telling you exactly how it is done:—The inspector's helper starts down a string of cars, breaks the seal with his iron bar, opens the door, and if boards are nailed over the door, making it a little inconvenient for the inspector to gain access to the car, the helper knocks the top boards off. The inspector then gets into the car, inspects the grain, tacks his card on the door; then gets down and passes to the next car, which receives like treatment; then the railroad employee follows up, closes the door and reseals it.

Please bear in mind that, as a rule, after cars of grain are inspected, they must be moved from 10 to 40 miles in order to be delivered to elevators, team tracks or connecting lines; therefore all cars treated as above described are leaking over grain doors while being moved, which is purely the fault of the inspectors. Some track inspectors may argue that country shippers should not board the doors so high, but I have frequently seen inspectors' helpers knock off boards where there was no necessity for doing so.

In terminal markets, there are from one to three sets of grain samplers, some responsible to one body and some to another for their actions; and by the time the inspectors, helpers and samplers get through with the cars, it is quite difficult to determine where to place the blame for the mutilation of grain doors. Some departments instruct their samplers to be careful with grain doors, but to report to the railroad companies when they are unnecessarily damaged. We are unable to understand this sort of argument, as the railroads are in no way responsible for the destruction of grain doors, and it certainly is the duty of the inspectors and samplers to repair any damage done by them, and steps should be taken to compel them to do so.

#### TERMINAL MARKET CONDITIONS.

In a certain terminal market you can find a cyclone fan at the bottom of the leg and one at the top in one elevator; in two other elevators there is a cyclone fan at the bottom of the leg in each house. Those of you who are familiar with these fans can easily imagine what would happen when they are turned on while a car of light oats is being elevated. When you take into consideration that these conditions exist in a market that supervises weights, you will naturally wonder why it is that a board of directors will allow devices of this character to remain in public houses.

In another certain terminal market, at an elevator where grain is unloaded, the grain is held in the pit with a slide and released by a wheel operated by a man downstairs, and the tallyman gets only what is sent to him. The cars are not swept clean after unloading the grain, run out into the yard, and a man is employed to resweep them and grain is returned to the elevator but not added to the original weight.

At another elevator having a scale of 96,000 pounds' capacity, the weigher weighed up 100,000 pounds, punched 96,000, removed the weights, then put on a 4,000-pound weight and punched that. This was done three times in the absence of the grain exchange tallyman. He was not seen at any time taking a record of out-weights; however, he did go out and punch tickets on the cars that were being unloaded. The weighing was done by the company weigher, taking a very strong up-balance in every instance. The weights were removed to ascertain when grain was out, and on the receiving scales the balance was decidedly down and hung heavy on the trunnion loop. This house is certainly getting the best of it, as the tallyman pays no attention to what is going on.

Another elevator has the Day Suction System, apparently working for all it's worth when grain is unloaded; and you understand that the dust collected goes to the dust house, but the grain is held in the machine and falls by its own weight to the floor. Then the grain can be run over a cleaner and separated, then used again. This is one thing the Day people claim for it—that enough grain can be saved to pay for its running.

At another elevator the superintendent says he used to have orders to take as high as 1,500 pounds

of grain from a single car; but now he says a shipper gets every pound the scales show.

Another elevator having a scale equipped with a type registering beam has a beam poise so badly worn that it is fastened together with heavy bag string to keep it on the beam. Also a scale having a long extension lever, about two inches out of level; the lower lever at the beam is a multiplying lever, angling to beam from the rear. The head of rear part of this lever rests in a hole broken in a nail keg and no attention is paid to it.

An elevator operator who does not smoke says he must keep some cigars on hand, as it is necessary for him to stand in with the weigher and inspector; says he recently handled a car of oats that netted him over \$60, and that had he not stood in with the inspector he would have been compelled to take the oats back in the house.

The last elevator we call your attention to is one where the weighing is done on the ground floor, while the grain is being weighed is at the top of the elevator. The connection between the scales and the hopper is made by an iron rod. The grain is dumped into a pit from the car and elevated into the hopper. All the working of lever, etc., is done on the ground floor. When the car has been unloaded as much as possible with the steam shovels, the power is shut off, and the door from the pit to the leg is closed and all the grain swept from the car into the pit; also that which is scattered around the pit. When the grain is all in the pit the weigher starts the leg and in this condition he takes the weights. Of one car there was at least five bushels in the pit without the grain that was being elevated when the weights were taken. Immediately after he weighed the grain he opened the lever that lets the grain into the bin from the hopper and all this grain that was in the pit and in transit was run directly through the hopper to the bin without weighing. The weigher is very careless in taking weights, punching the tickets first and making the book entry from it. The scales seem to be continually out of order, for after the first car had been weighed the scales would not balance, and he put some shot on one end. This seems to have been habitual, as the box that contained the lead was fastened on the wall in a convenient place near the scale. No seal records are taken on cars unloaded.

In conclusion, we desire to say that we have attempted to give you a brief outline of some of the abuses that should be investigated and sufficient pressure brought to bear to remedy them. We believe that every country shipper is entitled to the actual weight of his grain, but no more. The proper kind of weight supervision safeguards the interest of the shipper, but the kind of supervision we have called your attention to constitutes a farce and should be eliminated by drastic means if necessary.

Mr. McFarlin said that the members would like to hear from Harry G. Bell, assistant professor of farm crops at Iowa State College of Agriculture and also secretary of the Iowa State Small Grain Growers' Association. Mr. Bell was introduced and said in part: "We are trying to do a work to benefit the farmers and incidentally the grain dealers. Our work primarily is to maintain a bureau for obtaining good seeds. We also try to encourage small grain shows throughout the state. We are seeking to introduce a method of oats breeding which the farmers can do for themselves. If we can induce twenty-five farmers in the state to breed a good grade of oats, we will have accomplished a good deal. We hope to encourage the separation of the small seed patch by the farmer, which he can use in improving the seed for his whole farm."

O. A. Talbott of Keokuk, Iowa, chairman of the transportation committee, made his report, which will be published by the secretary.

B. A. Lockwood, chairman, read the report of the committee on legislation, which will be published later.

The convention then adjourned for luncheon.

#### AFTERNOON SESSION.

President Tiedeman called the afternoon session to order at 2:30 o'clock and J. A. King of Nevada, chairman of the committee on "Arbitration," made his report as follows:

Soon after our last annual meeting I was informed by Secretary Wells that I had been appointed to membership on the arbitration committee of this Association, and that I would be expected to serve as chairman of that committee during the year now ending. The notice of the appointment caused me at once to recall the considerable work which had previously been required of me as a member of the committee on arbitration of the National Association, and it seemed as though I could hardly spare the time this year to discharge the duties likely to be required of me as a member of this committee; but after considering the matter I decided to accept the appointment because I believe it to be the duty of each member to do whatever he can for the welfare of the Association.

The outcome makes it quite evident that it is an easy matter in looking forward to regard the things to come as more onerous than they really will be and feel burdened when we have no burden to bear. The fact is that there has not been a single case submitted to the committee on arbitration during the fiscal year. I take it that the entire absence of cases submitted for arbitration is not because the members have lost faith in that manner of settling disputes, or that there is any dissatisfaction regarding the results so obtained, but rather that the adoption of trade rules by this and other associations and the decisions rendered by the various arbitration committees on the many cases previously

submitted have given grain dealers a clearer understanding of business methods which should obtain, the necessity of using care in making contracts with each other, and the advisability of fully and promptly complying with any contract entered into, so that differences of opinion and disputes are much less frequent; also that cases heretofore decided by arbitration have established precedents which apply to almost any case of difference which may arise, and when differences do occur they are largely settled in accord with the established rules and precedents, without having to resort to arbitration.

I believe that these desirable conditions are the direct result of the adoption of arbitration in the settlement of differences between grain dealers. It would seem to be a matter for congratulation that such a vast amount of business could be transacted without any dispute occurring in relation thereto of enough importance or severity to require it to be submitted to the committee on arbitration for settlement. We desire at this time to express our appreciation of the fact that we have not been called upon during the entire year to decide any case.

It has been suggested that it may not be advisable to enforce arbitration upon a member of the Association on the request of one who is not a member of any association. The suggestion would seem to have some merit on the ground that any grain dealer who desires to avail himself of the benefits of the Association rules and requirements should be a member and by contributing his proportion of the necessary expenses demonstrate in a substantial manner his belief in association work.

The further question has been raised as to whether arbitration should be compulsory at all, and you will note that the Secretary has listed that as a subject for discussion at this time. A willingness to submit for arbitration any question of difference between grain dealers has been regarded of so much importance to the trade that I hesitate to make any recommendation on the subject in this report.

We are advised by the Secretary that the fee provided for to be paid in cases for arbitration is not sufficient to defray the expenses of the committee when a meeting of the committee is necessary, unless there would be more than one case to be considered at each meeting. It may be well to provide for a deposit of sufficient amount to meet such expense in cases of sufficient importance to justify a meeting of the committee.

It would also no doubt be well to have a provision in the arbitration rules empowering the members of the committee to report their finding to the Secretary by mail, such finding to constitute a valid discussion of the committee. There appears not to be such authority in the rules as they now are.

#### RESOLUTIONS.

Jay A. King read the report of the committee on resolutions, which was adopted, as follows:

We herewith return the reports of the several committees which were referred to us and recommend that they be accepted and made a matter of record. The clause relating to wastage in the report of the committee on transportation being stricken out by the committee.

#### TERMINAL CONDITIONS.

Whereas, The report of the committee on terminal market conditions makes it clear that reprehensible methods are now in practice by some concerns in terminal markets in unloading and weighing grain there received and successful effort is being made by them to account for less grain than is actually received; and,

Whereas, Considerable losses in the aggregate accrue to Iowa grain dealers because of those practices; and,

Whereas, The honorable receivers in such terminal markets will also be injured to a more or less extent and will, we believe, gladly welcome their eradication; therefore,

Resolved, That the full force of this Association, through its officers and the committee on terminal markets, be used to discover, determine and so far as possible cause the abandonment of all attempts to avoid accounting for the full weight of all grain received at any point of unloading.

#### ELEVATOR SITE RENTALS.

Whereas, Railroad companies furnish warehouse facilities for all freight except grain; be it

Resolved, That equitable treatment of the grain trade demands that rentals for warehouse ground should be nominal and not established upon a basis of revenue for profit.

#### PERMANENT COMMITTEES.

Whereas, the work and scope of this Association has been enlarged to such an extent that it has become burdensome on the Secretary's office; therefore, be it

Resolved, That the directors be authorized to appoint such permanent committees as are necessary to assist in carrying on the work and promoting the best interests of the Association, whose work shall be subject to the direction and approval of the board of directors.

#### ARBITRATION.

Resolved, That members of the committee on arbitration should be and are authorized to send their findings in any case submitted to them to the Secretary by mail; any decision so made shall be valid.

#### TRIFLING CLAIMS.

Resolved, That railroad companies should be responsible for all grain entrusted to their care, but that grain dealers, as an assistance to the claim departments of the various roads, should avoid the filing of trivial, questionable and poorly substantiated claims.

#### BETTERMENT OF CROPS.

Whereas, While much has been and is being done toward the betterment of the crops of grain raised

in this state, yet realizing the vast benefits to all interests to be derived from increasing the yield and improving the quality of the various kinds of farm crops to be grown in Iowa; therefore,

Resolved, That this Association make all reasonable effort to aid in such improvements; and,

Resolved, That we believe the people of Iowa will be greatly benefited by the Iowa State College of Agriculture using a larger part of its influence and the means at its command in the interest of crop improvement.

A very spirited discussion took place over that part of Mr. Talbott's report recommending that a minimum be established governing the question of making claims to the railroad companies for shortages. Mr. De Wolf, as a member of the resolutions committee, contended that the matter was fully comprehended in that part of the report of the committee on resolutions to the effect that "grain dealers, as an assistance to the claim departments of the various roads, should avoid the filing of trivial, questionable, and poorly substantiated claims."

A. Gerstenberg, Chicago, spoke upon the excellent report made by the arbitration committee and of the excellent work done by Chairman King as a member of the arbitration committee of the Grain Dealers' National Association in particular. He trusted that the cases to come before the committee would continue at a minimum.

#### ON GRAIN IMPROVEMENT.

Mr. McFarlin, Des Moines, chairman of the committee on "Grain Improvement," made his report, as follows:

As chairman of the committee I submit briefly the following:

Secretary Wells and myself have conferred together at all times. It has been apparent to observing grain men that the money expended by Uncle Sam and this state for farm experiment work up to the time of Professor Holden's coming to Ames was very largely in the interest of live stock.

Since coming, his efforts, as you know, have been very largely centered on corn, and I am sure there is no intelligent grain dealer, and I may well add no intelligent business man of any kind, nor farmer, but acknowledges the splendid work he has been doing for us and the state as a whole. But intelligent observers have realized that farmers cannot as a whole raise live stock and corn alone successfully; that they must, to make the most success, rotate their crops with small grain. This being true, it has seemed to many of us that oats were, in the north half of the state especially, the logical and more sure crop for rotation; hence the efforts being made for oats.

We all know, who have observed, that our farmers generally have been as careless and indifferent in the selection of seed, preparation of same, and preparation of seed bed, as they were with corn when Professor Holden came with us; and even worse than corn, for scientific reasons, oats have deteriorated in recent years; and it should not be necessary to emphasize the fact very much that the grain men over the state can do more on the lines of improvement of oats than any other class of business men, and, indeed, I believe it is safe in saying better than all other business men combined.

My opinion is that in doing this and increasing the yield and quality of oats a large direct benefit would be obtained; and it is also my opinion that other business interests would obtain as much benefit as the grain dealers. As I have figured it out, the benefits have been in order as follows: (1) farmers; (2) railroad men; (3) grain men; (4) other business interests.

The propositions that have received the attention of the Association are as follows:

(1) Your chairman with Secretary Wells had been going to the Short Course at Ames for a day for three years previous and naturally went there the past winter. At this meeting we participated in the organization of the Iowa Small Grain Growers' Association. This Association is working along the line of a similar organization that has been in existence for a number of years in Ontario, Canada, and has been of great benefit in improving the small grain crops of that country; also at Madison, Wis. Prof. H. G. Bell of the farm crop department of the Iowa State Agricultural College is secretary of this association. You heard his verbal report this morning. I understand most of these farmers are reporting to Secretary Bell as to the growth and success of these experiments. It is hoped that this work may be extended in a general way, so that farmers will become more interested in raising thoroughbred seed oats as well as thoroughbred live stock and corn. It is also intended that a directory shall be published, giving the names of the farmers who have raised such thoroughbred seed in order that other farmers may obtain such seed from them, etc.

(2) We gave more or less attention to the National Corn Exposition held at Omaha last December, and it was on the suggestion made by Secretary Wells that a special day be set aside known as the Grain Dealers' Day and that the program consist entirely of "Boost for better oats." The members of the different boards of trade were solicited to attend the exposition on that date, and we feel satisfied that as a result a large interest was awakened in the improvement of oats in the country generally.

(3) A movement was started to establish an Oats Exposition at Cedar Rapids, but whether or not the plans will be completed for an exposition this year is not yet determined.

(4) You are no doubt aware of the fact that the Seed Corn Special Trains were originally promoted

by our Association and conducted under the joint auspices of the Iowa State Agricultural Colleges and the Association. We may unquestionably take the credit of conducting the largest and most thorough work of this kind ever attempted by any organization.

If agreeable to the resolutions committee I would suggest a resolution along these lines, that while the live stock interests of our state are very great and the State College of Agriculture has been justified in its large expenditures so far for it, the so-called agronomy department, which includes farm crops, has not on the whole been treated in accord with its great importance when it is considered that corn is the foundation of the live stock industry in most of its departments and crop rotation is essential to keeping up the soil fertility, and that we ask the College to do all that is possible from this time on towards the increase and betterment of farm crops.

As to the amount of funds spent in the respective departments of animal husbandry and agronomy (which last includes three departments, namely—farm crops, soil, and agriculture) and engineering, I have been unable to ascertain as a whole; but I am informed that the farm crops department alone, out of the \$25,000 annually, receives but the small sum of \$2,300.

#### ELECTION OF OFFICERS.

The election of officers then took place, resulting as follows:

President, J. A. Tiedeman, Sioux City; vice president, I. E. Jackson, Cedar Rapids; directors—Lee Lockwood, Des Moines; I. L. Patton, Newton; D. S. Baird, McGregor; E. J. Skewis, Minneapolis; C. W. Thompson, Parker, S. D.

J. W. Radford called the attention of dealers to the fact that railway agents frequently give the shipper a memorandum bill of lading instead of the true bill of lading. This always caused trouble and delay at the terminal market, and a little watchfulness on the part of the shipper would prevent its occurrence.

Mr. Gerstenberg said that he would like to see the day come again when the Western Grain Dealers' Associations would work more closely with the National Grain Dealers' Association. The National Association is doing an excellent work for the grain trade, and the assistance of the Western Grain Dealers' Association would often be both timely and helpful.

J. C. Murray of Chicago spoke on the importance of securing good seed oats as a help to securing a larger and better oat crop for the state.

The meeting then adjourned.

#### CLIPPINGS FROM DES MOINES.

G. L. Graham and Geo. C. Martin attended from St. Louis.

Oscar White and E. G. Cool of Philip H. Schiffelin & Co. had patent lead pencils for distribution.

It took four of the strongest men of the organization to hold President Tiedeman while he had his picture taken.

Gardiner B. Van Ness and J. C. Murray made the run from Chicago by daylight. They reported ideal conditions along the Rock Island route in Iowa and Illinois.

The city of Des Moines has in its borders a number of the broadest and strongest grain men in the trade and those that came out to help push along were M. McFarlin, B. A. Lockwood, C. H. Casebeer, J. W. Chambers, H. C. Moeller, W. F. Morgan, Clark Brown, S. S. Squires.

The Chicago delegation embraced J. W. Radford of Pope & Eckhardt Co.; Oscar White and E. G. Cool of Philip H. Schiffelin & Co.; Gardiner B. Van Ness; J. C. Murray with Quaker Oats Co.; H. D. Russell with W. A. Fraser Co.; Frank G. Coe with Corn Products Co.; A. Gerstenberg of Gerstenberg & Co.

Dealers present included M. E. DeWolf, Spencer; J. A. Tiedeman, Sioux City; Geo. A. Stibbens, Red Oak; O. A. Talbott, Keokuk; F. R. Johnston, Cumberland; L. W. Balgeman, West Bend; Julius Kunz, Wesley; I. E. Jackson, Cedar Rapids; B. C. Hempill, Dexter; Thos. Woolf, Stuart; R. B. Corson, Moulton; D. S. Baird, McGregor; W. E. Edwards, Webster; O. K. Morrison, So. English; E. A. Miller, Polkwood; Olly Nelson, Slater; I. L. Patton, Newton; R. L. Blackwood, Oskaloosa; H. W. Talbott, Osceola; C. A. Wildman, Menlo; W. R. Grant, Gardner; B. H. Omera, Cedar Rapids; J. H. Nash, Cedar Rapids; R. A. Fraser, Nevada; J. A. King, Nevada; J. W. Dissinger, Boudon.

Costa Rica has suspended the import duty on corn and black beans until August 31 of this year.

A hailstorm about the end of June completely destroyed 1,200 acres of growing seed wheat at the Experiment Station at Hays City, Kans.

With buyers giving \$1.25 to \$1.30 per bushel for old bluestem wheat at Seattle, and offering \$1.05 to \$1.10 for new wheat, a new record starting price has been made in that market.

New Orleans in June exported 33,196:24 bushels of corn. During the crop year since September 1, the city has exported 2,505,083:10 bushels of wheat and 4,145,807:48 bushels of corn.

## TRADE NOTES

F. W. Bacon, Tiffin, Ohio, has bought a lot of machinery in the old Marshall-Kennedy plant at Pittsburgh.

The Burrell Engineering & Construction Co. of Chicago is overhauling the Union Grain & Elevator Co.'s house at Council Bluffs, Iowa.

The New York office of the Stephens-Adamson Manufacturing Co., Aurora, Ill., has been removed from 43 Exchange place to 50 Church street.

The Strong-Scott Manufacturing Co., Minneapolis, Minn., will open a branch office at Winnipeg, Man., and will extend its business in elevator and mill supplies in the Canadian West. Geo. A. Brown will have charge of the Winnipeg branch.

Elevator proprietors who are interested in oats bleaching should write Skillin & Richards Manufacturing Co., Chicago, for particulars about the Peterson Oats Bleacher. This system is claimed to be the most successful and practical in use.

General Catalogue No. 26, issued by the Union Iron Works, Decatur, Ill., lists everything needed in a first-class elevator, including the well-known line of "Western" Shellers and Cleaners. This book may be had free by addressing the company. They also offer to ship their machines on 30 days' trial to responsible parties.

Barnard & Leas Manufacturing Co., Moline, Ill., have shipped four carloads of machinery to China. Part of the consignment is the equipment for a 200-barrel mill to be erected at Chen Kiang for the Yung Foo Mill Co., and the remainder is for the purpose of remodeling the Hop Hsing Flour Mill Co.'s plant at the same place.

H. W. Caldwell & Son Co., Chicago, carry a large stock of Salem Elevator Buckets and are prepared to fill orders promptly. They do a large business in these buckets and are entirely familiar with the requirements of the elevator trade. Their business in Helicoid Conveyors is also very large, due to the satisfactory service rendered by this conveyor.

The Richardson Scale Co., New York and Chicago, call attention to the fact that the Richardson Automatic Scale will weigh uncleared corn with cobs without risk of grain running through unweighed. This, of course, is only one of a number of claims made for this scale, full particulars of which may be had by writing direct to the company.

The Field Engine, made by the Field-Brundage Co., Jackson, Mich., has a number of important features that make it a desirable engine for the grain trade. It is designed for continuous service and has no complicated parts to get out of adjustment and cause trouble. The engine is described in Catalogue No. 60, which will be sent in response to a post card request.

The Great Western Manufacturing Co., Leavenworth, Kan., have recently placed orders for machine tool equipment that will add fifty per cent to their producing capacity. This increased capacity is largely called for by the demand for their Automatic Self-Balancing Controllable Sifters and the other up-to-date milling machines that the company is now manufacturing.

An important mill machinery agency has recently been consummated by the Strong-Scott Manufacturing Co. of Minneapolis, Minn. They have arranged with the Great Western Manufacturing Co., Leavenworth, Kan., to market the Automatic Self-Balancing Controllable Sifters, roller mills, purifiers and all other special milling machines made by the latter company, in Minnesota, North and South Dakota and northern Wisconsin.

A very attractive catalogue has just been issued by the Philip Smith Manufacturing Co., Sidney, Ohio. The book contains 16 pages and illustrates the company's line of grain cleaning and handling machinery. The illustrations of machines are more than usually clear, being halftones printed on tint blocks. This mode of treatment brings out the details of the machine and gives a more complete idea of its construction than an ordinary halftone

would do. The various machines are described concisely, size, weights, etc., being given in all cases. The catalogue is free to elevator owners who write for it.

The Minneapolis Steel & Machinery Co., Minneapolis, Minn., is cross compounding the 14x36-inch Corliss engine of the Chaffee-Miller Milling Co., Casselton, N. D., by adding a 28x36-inch low pressure side to same. This will double the capacity of the engine.

The Charter Gas Engine Co., 400 Locust street, Sterling, Ill., has some interesting printed matter that will be sent to grain dealers for the asking. It describes the company's line of stationary and portable engines and gives other valuable information of interest to the power user.

Fred W. Kennedy, Shelbyville, Ind., manufacturer of the Kennedy Car Liners, has some very strong testimonials from users. They all speak of the saving effected by these liners, but another important feature is the fact that they make claims for shortage unnecessary and thus prevent strained relations between shipper and receiver. The liners cannot be considered as an item of expense since their use generally effects a saving many times in excess of their cost.

## RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of June, 1909:

BALTIMORE—Reported by H. A. Wroth, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	42,596	553,546	59,322	581,075
Corn, bushels.....	255,339	262,974	4,872	7,810
Oats, bushels.....	182,338	169,749	160	1,010
Barley, bushels.....	3,656	.....	.....	.....
Rye, bushels.....	2,740	9,173	.....	8,568
Timothy Seed, lbs.....	1,762	6,906	1,014	.....
Clover Seed, lbs.....	506	.....	.....	.....
Hay, tons.....	4,790	5,690	1,574	1,913
Flour, barrels.....	129,074	146,330	38,536	80,884

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	105,942	117,751	15,125	32,075
Corn, bushels.....	189,914	308,115	228,761	555,015
Oats, bushels.....	152,198	45,303	23,164	42,824
Barley, bushels.....	319,430	339,210	.....	.....
Rye, bushels.....	3,672	1,945	7,735	.....
Barley, bushels.....	6,924	3,850	.....	.....
Peas, bushels.....	1,987	5,793	.....	.....
Mill Feed, tons.....	3,767	1,303	16	40
Corn Meal, barrels.....	605	2,165	105	720
Oat Meal, barrels.....	5,030	6,160	6,538	3,522
Oat Meal, sacks.....	11,287	6,920	8,700	1,470
Hay, tons.....	12,000	16,380	349	199

BUFFALO—Reported by Fenton M. Parke, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	2,739,157	2,539,251	792,267	287,200
Corn, bushels.....	2,590,190	1,772,293	527,164	239,000
Oats, bushels.....	1,117,227	1,211,175	865,519	1,015,422
Barley, bushels.....	440,910	281,822	182,434	102,950
Rye, bushels.....	80,442	25,000	82,400	8,150
Other Grass Seed, lbs.....	7,200	19,980	.....	.....
Flax Seed, bushels.....	553,173	757,256	.....	.....
Flour, barrels.....	717,381	903,822	.....	.....

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	97,200	415,688	2,384,154	796,955
Corn, bushels.....	8,558,950	9,794,475	7,730,138	7,686,759
Oats, bushels.....	7,475,300	5,595,597	6,638,313	8,633,877
Barley, bushels.....	1,984,000	1,156,800	711,993	382,667
Rye, bushels.....	76,000	71,000	72,270	67,912
Timothy Seed, lbs.....	1,510,570	950,584	159,800	645,128
Clover Seed, lbs.....	82,754	1,430	.....	120,800
Other Grass Seeds, lbs.....	880,800	323,526	950,136	643,815
Flax Seed, bushels.....	21,200	150,000	642	2,600
Broom Corn, lbs.....	369,210	473,947	252,471	1,088,362
Hay, tons.....	27,135	33,762	1,265	2,099
Flour, barrels.....	542,837	631,348	541,911	606,829

CINCINNATI—Reported by C. B. Murray, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	218,610	278,970	216,102	277,420
Corn, bushels.....	685,596	860,470	381,642	636,690
Oats, bushels.....	307,334	462,788	147,766	306,666
Barley, bushels.....	.....	3,000	60	.....
Rye, bushels.....	12,038	16,290	5,018	3,422
Malt, bushels.....	121,668	112,598	30,300	24,676
Timothy Seed, bags.....	45	29	1,209	772
Clover Seed, bags.....	498	47	1,094	1,037
Other Grass Seed, bags.....	7,016	4,908	8,657	7,141
Hay, tons.....	14,588	17,034	11,605	12,808
Flour, barrels.....	89,272	95,239	54,478	50,484

CLEVELAND—Reported by M. A. Havens, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1909	1908	1909	1908
Wheat, bushels.....	17,537	38,915	52,917	13,075
Corn, bushels.....	542,305	400,752	153,805	93,630
Oats, bushels.....	527,574			

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## SOMETIMES SLOW, BUT COMES.

*Editor American Elevator and Grain Trade:*—We have never experienced any trouble in collecting shortages from the railroad company. The first thing is to know what you have in the car and not guess at it; then make out a statement of your shortage and present it to the station agent; and our experience is, while it sometimes comes a little slow, it generally comes. Respectfully,

Astoria, Ill.

BADER & CO.

## A BRIEF CORRECTION.

*Editor American Elevator and Grain Trade:*—Referring to the article in the "American Elevator and Grain Trade," of June 15th, in relation to new malting firm in Milwaukee, kindly correct the spelling of my name. It should be Weschler instead of Wechsler; and John Weschler should be Raymond J. Weschler.

The writer was formerly at Erie, Pa., in the malting business with his father, Jacob Weschler and later the American Malting Co., and at present is manager of Geo. Bullen & Co., Chicago.

The business in Milwaukee referred to will be a grain elevator and malt house.

Yours truly, DANIEL D. WESCHLER.

## RATES TO HAY CONVENTION.

*The American Elevator and Grain Trade:*—For the past two months we have been working with the Central Passenger Association endeavoring to get reduced rates on account of our Cedar Point Convention, July 27-29. Up to this time we have been unable to accomplish nothing. However, there are from various parts of the country reduced rates to Cedar Point as well as to other Lake Erie ports during the entire summer. To any one traveling 200 miles or more, the summer tourists' rates are a little cheaper than the regular fare. These rates are good, as we understand it, from July 1st to September 30th. Yours very truly,

P. E. GOODRICH, Sec'y.

## CROPS IN THE NORTHWEST.

*Editor American Elevator and Grain Trade:*—All Minnesota and Dakota crops are making rapid advance towards maturity. Early barley and early oats are heading in South Dakota. Some fields of wheat are in first joint. Corn is growing rapidly and has never looked cleaner or more thrifty at this period than it does today. The hay crop is good and is now being harvested. Rye harvest will commence this week.

We have had report of only one hail storm so far—a small one in eastern South Dakota. There have been no serious wind or rain storms such as we usually have during the last days of June and the first days of July. Our crops have never looked more promising on the 28th of June and we have never had so large an acreage; so that if we do not have too much unfavorable weather between now and threshing time, you may look for better reports than usual from Minnesota and the Dakotas.

Yours truly,

THE VAN DUSEN-HARRINGTON CO.

Minneapolis, June 28.

## FAVORS THE CARRIERS' RULES AS TO CLAIMS.

*Editor American Elevator and Grain Trade:*—Relative to our method of handling claims for shortage and damage, would say that as to the claims we have, we find it very satisfactory to follow the prescribed rules made by the transportation companies. When the claim is filed properly, we find no trouble in making a collection; but care should be exercised at all times that the claim be perfectly just, and that all papers be furnished the transportation company relating to the shipment in question. The claimant will find that time will be saved by this procedure and he will have no further annoyance in regard to the claim.

We find that transportation companies investigate a claim against them very carefully, and every

facility should be furnished them for making such investigation; and no claim should ever be filed unless the claimant would be willing to pay a like claim against himself. Our experience has been very satisfactory. Yours very truly,

BEAL GRAIN & MILLING CO.,  
Wenatchee, Wash. D. A. Beal, Manager.

## THE NATIONAL HAY ASSOCIATION.

*Editor American Elevator and Grain Trade:*—As president of the National Hay Association, I wish to remind members that our annual convention is close at hand; and we hope to make this convention the largest and best we have ever had.

The hay exhibits have been an educational factor at each of our annual conventions. We are expecting an unusual number of shippers in attendance this year. We hope to make the hay exhibit the most attractive one we have ever held. We hope as many shippers as can will send sample bales of the hay produced in the territory in which they operate. We expect the principal exchanges of the country also to send samples, making shipments to the National Hay Association, care "The Breakers," Cedar Point, Ohio, via Sandusky. Wrap each bale in burlap, fasten your business card to the bale securely before wrapping; mail Secretary Goodrich the bill of lading. The hay should be shipped not later than July 13th to 15th, as later it will not reach destination in time.

Mr. Thomas P. Riddle, of Fort Wayne, Ind., chairman of the statistical committee is working hard to get up an interesting Statistical Report to present to the convention. Each member of the Association will receive from him a list of questions, and I kindly ask that they be answered promptly, which will greatly assist Mr. Riddle in making up this report.

I am very desirous of increasing the membership of our Association, and I wish each member to make a special effort to procure at least one application before our convention meets, July 27th, 28th and 29th.

We have a program arranged for the convention which will surely be interesting, and every member of our Association who possibly can, should attend this convention.

Remember the date of the meeting: July 27th, 28th and 29th, Cedar Point, Ohio.

With kindest regards, I am sincerely,  
MAURICE NIEZER, President.

Fort Wayne, Ind.

## FILE ONLY JUST CLAIMS.

*Editor American Elevator and Grain Trade:*—We have made it a rule never to file a claim against a railroad if we did not think it was absolutely just in every respect and should be paid. We have but one small claim on our books at this writing, against the Lake Erie & Western R. R., which we think we have been misused about, and in all probability will be obliged to sue. Outside of this, every claim we have made has been adjusted, and we have been allowed the full amount of our claims.

We do not think it is right for a shipper or receiver to make claim against a railroad for any fictitious values, but only for the actual market value for the stock at the time the damage occurred. We think also that this should be confined to only the amount of goods which were damaged. We have made it a rule never to ask for anything but what was right in our judgment, and on this account we have been accorded very fair terms by the railroad companies. We had one loss on car of stock a year ago, which was contested some time by the railroad company, but was finally paid. This claim we put into the hands of the Shippers' Association of Indiana to be sued by their attorney, we being members of that Association. We are pleased to say that adjustment was made of the claim, and we are now out of the woods as far as claims are concerned.

There is no question but that many exaggerated and unjust claims are presented to the railroad companies, and on this account, claims are very often discriminated against and frequently declined, owing to the fact that the companies are unable to settle in their minds the question whether they are absolutely justified in paying the same. We believe

that commercial organizations, as they are found today, form an excellent medium through which to pass these claims, as it is safe to assume that no attorney or representative of any shippers' or receivers' association of any prominence or character will knowingly allow any of their members to present or ask for an unreasonable amount for goods lost or damaged in transit.

Yours truly,  
S. BASH & CO.

## NO TROUBLE COLLECTING CLAIMS.

*Editor American Elevator and Grain Trade:*—In my experience of fifteen years as a shipper I have had but little trouble in collecting claims, if they were properly submitted with the positive proofs of loss. In the first place, I aim to get all papers and proofs pertaining thereto attached before I file my claim, such as original B/L, certificates of weights and how weights were arrived at, expense bills and such other papers as will clearly set forth to the company the nature and grounds for a claim, so that they can be satisfied that the claim is just and *bona fide*.

From my past experience I find that a great many shippers do not substantiate their claims with the necessary proofs to begin with, and the railroad company is unable to ascertain if a claim is a good one or not. We have a law in Nebraska at the present time compelling the railroad, or any common carrier to settle claims for loss or damage within sixty days after proofs are submitted or be forced to stand the costs of attorney's fees and any other costs that may accrue on a claim that is unjustly delayed for that length of time. I think if shippers on the whole would give their claims better attention in the way of supporting them with the full proofs in the case, they would have better success in collecting them and less trouble than they have had in the past. I have never had to bring but one suit for a claim against a railroad in all my experience, and that one is in the court at the present time.

Very truly,  
Union, Nebr. W. B. BANNING.

## TRADE MATTERS IN EASTERN MICHIGAN.

*Editor American Elevator and Grain Trade:*—The Richmond Elevator Co., of which J. A. Heath is general manager, is branching out considerably, a deal of considerable magnitude having just been consummated whereby the Richmond Elevator Co. purchased and has assumed a controlling interest in the 38,000-bushel elevator and grain and bean warehouses of the Matthews Milling and Elevator Co. of Marquette, and also of H. W. Wilson's elevator plant of the same place. The Richmond Elevator Co. has also purchased the grain and bean elevators and warehouses of the Brown City Grain Co. at Brown City and Valley Center, four miles apart, operated by L. Lovejoy, who will continue to act as manager. The amount involved in the transaction is \$70,000.

Two new separate stock companies have been formed to operate the business, but the majority of the stock will be held by the present stockholders of the Richmond Elevator Co., and the same line of business policy will be pursued as followed by the company for years past. The Marquette Co. is capitalized at \$40,000 and the Brown City Co. at \$30,000. That the proposition looks good to the stockholders and the "Thumb" elevator interests and to State Treasurer A. E. Sleeper, who is a heavy stockholder in the new companies, is shown by the demand for stock by outside parties. The management prefers, however, to keep the controlling interest inside the elevator companies as now constituted.

The acquiring of the Marquette and Brown City businesses was not done for the purpose of eliminating competition; but it was figured that the business in that section could be centralized and handled with better advantage and at less cost per car than has been done previously.

The Marquette elevators are the largest and best equipped of any in the "Thumb" (as that part of Michigan is called, from its resemblance to a man's thumb), and with each elevator is operated a finely equipped grist mill also. These were included in the trade but were disposed of to other parties.

The Richmond Elevator Co. has arrangements made to build a large new elevator at Jeddo, eighteen miles from Port Huron, on the P. M. R. R., thereby doubling the business capacity at that point.

The oat crop in this section is not very promising: hay crop, fair; wheat, small acreage but excellent yield per acre; beans, 25 per cent more than last year's acreage and looking fine.

E. C. Forrest, Saginaw, secretary of the Michigan Hay Dealers' Association, will issue a call for the mid-summer meeting, to be held at Lansing on Aug. 4 and 5. Mark Van Buskirk, of Flint, is president.

Lenox, Mich.

E. W. R.

# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

The Farmers' Elevator at Chandlerville, Ill., has been remodeled.

J. W. Irwin will erect an elevator this summer at Longview, Ill.

Ensign & Savage of Magnolia, Ill., are erecting a new elevator at Taft, Ill.

J. H. Rosenstiel, of Stockton, Ill., is adding a flour house to his elevator.

An elevator of 30,000 bushels' capacity is planned by Thistlewood & Co. at Cairo, Ill.

W. J. West of Loda, Ill., has bought the Bartlett, Patton & Co.'s elevator at Manteno.

Frank Sellers of Victoria, Ill., has recently purchased a Hall Signaling Grain Distributor.

Homer Palmer has leased and taken possession of the elevator of John Butzer at Hillsdale, Ill.

Kleiss & Gilles are putting up a 40,000-bushel elevator at Pesotum, Ill., to replace the old one.

E. B. Chapman has torn down his old elevator at La Place, Ill., and is erecting a new one on the site.

The Steward Farmers' Elevator Co. of Steward, Ill., has been incorporated with a capital stock of \$12,000.

The elevator at Indianola, Ill., has recently been purchased by William Current, of Homer, Ill., from his father.

Owing to the failing health of S. J. Siebens, the Siebens Grain Company of Decatur, Ill., has discontinued business.

The new 30,000-bushel elevator of Roush & Thompson at Mowequa, Ill., has been completed and put in operation.

James Ledden, W. D. Smart and J. W. Young will erect a grain warehouse at Ospur, Ill. Later an elevator will be built.

C. W. Albertson & Co., of Chicago, have incorporated with a capital stock of \$5,000, to carry on a general grain business.

Burrell Engineering & Construction Co. has the contract for remodeling the elevator at Delray, Ill., owned by Madden Bros.

H. W. Caldwell & Son Company, of Chicago, has purchased five Evans Controllable Wagon Dumps for re-sale to customers.

Barnard & Leas Manufacturing Company has purchased a Hall Signaling Grain Distributor, to be installed at Moline, Ill.

Charles Schultz has sold a half interest in his elevator at Keensburg, Ill., to A. P. Bamp, the consideration being \$5,000.

H. E. Roberts is building an addition to his elevator at Blandinsville, Ill., which will have a capacity of 20,000 bushels.

The elevator of Easton & Co., at Dunlap, Ill., which has been idle for a time, has been overhauled and will soon be in operation.

M. J. Hogan has installed an electric motor in his elevator at Seneca, Ill., and is now operating the entire plant by electricity.

Fairbanks, Morse & Co., of Chicago, have purchased thirty-five Evans Controllable Wagon Dumps this season from Moulton & Evans, Minneapolis, Minn.

The Wataga Farmers' Elevator Co. of Wataga, Ill., has been incorporated with \$5,000 capital stock, by J. E. Williamson, T. L. O'Brien and F. E. Alexander.

L. R. Grange, A. J. Ross, J. J. Green, George L. Coe and D. T. Kaylor have incorporated the Roby Grain Co. of Roby, Ill., with a capital stock of \$2,500.

J. H. Maple has sold his elevator and grain business at Glasford, Ill., to Alex. Lightbody and son, Leslie Lightbody, who will take charge about August 1.

The Hoyleton Milling Company, Hoyleton, Ill., has repaired and remodeled its grain house in preparation for the big wheat crop anticipated in that section.

Victor Dewein of Warrensburg, Ill., has purchased the elevator of W. S. Smith at Heman, Ill., and will conduct it with Mr. Armstrong as agent. The purchase price was \$6,000.

John O. Linder and Walter Wheately, both of Charleston, Ill., have bought the Whalen Bros. elevator and grain business of that city and will make extensive improvements on the property.

Van R. St. John of Utica, Ill., after many years in the grain trade, has disposed of his grain business to the Brown-Danskin Company of Minneapolis, taking in exchange for it a half section of land

in the Red River Valley, N. D. Mr. St. John will retire permanently from the grain business.

The newly organized Farmers' Elevator Co. of La Hogue, Ill., has purchased the Miles Elevator at that place. The consideration was \$7,000.

The capital stock of the Arenzville-Hagener Farmers' Grain Company of Arenzville, Ill., has recently been increased from \$10,000 to \$20,000.

The Standard-Tilton Milling Co., of Alton, Ill., has let the contract for the erection of four wheat storage tanks with a total capacity of 100,000 bushels, to be erected near the company's mill at Alton.

The Pontiac Farmers' Grain Co., of Pontiac, Ill., has bought the large elevator and warehouse at Swygert, Ill., of the Rogers Grain Company, making the fourth elevator owned by the farmers' company.

F. R. Ludwig, a grain dealer of Staley, Ill., has bought the elevator at Watkins, Ill., formerly owned by B. P. Staley. Thomas Connors, who has had charge of the elevator for five years, will continue to manage it for the new owner.

Secretary S. W. Strong of the Illinois Grain Dealers' Association reports the following recent changes among grain dealers of the state: Code, Klock & Co. succeed Code & Wrigley and Frank Hall & Co. at Wyoming; J. K. Hoagland succeeds Shelbyville Grain and Elevator Co. at Clarksburg; The B. P. Hill Grain Co. succeeds Bartlett, Patten & Co. at Haldane and also at Woosung; Victor Dewein succeeds Smith & Scott at Heman (Bullardville P. O.).

## IOWA.

Ritter, Iowa, is soon to have a farmers' elevator company.

An elevator will be built at Garrison, Iowa, by Stockdale & Dietz.

A new grain warehouse at Milton, Iowa, is being built by Talbot & Co.

Grinnell, Iowa, farmers have organized a co-operative elevator company.

The new elevator of the Blackford Co. at Oskaloosa, Iowa, is nearly finished.

The Stratford Grain & Supply Company will erect an elevator at Stratford, Iowa.

The Farmers' Elevator at Ferguson, Iowa, will install a new system of conveyors.

The Elevator at Larrabee, Iowa, is now owned by the Farmers' Elevator Company of that place.

The Gilmore Grain & Elevator Co. of Gilmore, Iowa, has increased its capital stock to \$25,000.

J. J. Grosenbaugh has purchased and taken possession of the Jenks Elevator at Coon Rapids, Iowa.

The Farmers' Grain and Lumber Co. of Garrison, Iowa, has purchased the elevator of James Harwood at Garrison.

C. W. Thompson will at once erect an elevator at Sutherland, Iowa, to replace the one recently destroyed by fire.

A new corporation of Sheffield, Iowa, is the Farmers' Incorporated Co-operative Society, having a capital stock of \$3,000.

H. W. Poolock & Co. has been incorporated at Manning, Iowa, to do a grain business. The capital stock is \$25,000.

Sheffield, Iowa, farmers have awarded the contract for a 25,000-bushel elevator to W. N. Claus & Co. of Plymouth, Iowa.

The Gilmore Grain and Elevator Company will install a Hall Signaling Grain Distributor in its house at Gilmore City, Iowa.

John Sauer has sold his elevator at Le Mars, Iowa, to E. L. Heller. Mr. Heller will not take possession until September 1.

Two Hall Signaling Grain Distributors have been purchased by the Younglove Construction Company for installation at Battle Creek, Iowa.

D. Rothschild Grain Co. of Davenport, Iowa, is making improvements in the elevator which it recently acquired at Council Bluffs, Iowa.

Mr. Ode of Calmar, Iowa, has awarded to W. N. Claus & Co. of Plymouth, Iowa, the contract for tearing down and rebuilding his elevator.

The Western Elevator Company property at Aurelia, Iowa, has been acquired by Alex Fraser, one of the oldest grain buyers in that part of Iowa.

The Stratford Grain & Supply Co. has been organized at Stratford, Iowa, and will operate an elevator at that place with Orin W. Cline as manager.

The Younglove Construction Co. of Sioux City, Iowa, has obtained the contract for erecting the new elevator for O. O. Spotts at Battle Creek, Iowa.

George R. Frost is the new owner of the Du Bois Mill and Elevator at Rockwell City, Iowa. He traded 120 acres of land in Mitchell County for the property.

The new Farmers' Co-Operative Elevator Co. of Chapin, Iowa, has let the contract for its new elevator to be erected on the line of the St. Paul & Des Moines Railroad at Chapin, to W. N. Claus &

Co., of Plymouth, Iowa. The house will cost about \$4,000 and will be ready for operation by August 1. The capacity will be 25,000 bushels.

O. A. Talbot of Keokuk, Iowa, has begun the erection of a large grain warehouse at Donnellson, Iowa, which will be placed in charge of Snider & Hirschler.

J. L. Patton & Sons have sold their elevators at both Laurel and Kellogg, Iowa, to the farmers' companies at those places. The price of the Kellogg elevator was \$6,000.

The Lanesboro Farmers' Elevator Co. of Lanesboro, Iowa, has been incorporated with \$25,000 capital stock by Thomas Toyne, Sr., J. D. Hinkley, George W. Frost, A. O. Wick and others.

The Farmers' Elevator Company of Eldridge, Iowa, has been incorporated with an authorized capital stock of \$25,000, \$5,000 of which is fully paid. Aug. H. Lamp is president, and Julius J. Wiese, secretary.

The Farmers' Elevator Co. of Iowa Falls, Iowa, has purchased the elevator at Macy, Iowa, and took possession July 1. The company has operated an elevator on the St. Paul & Des Moines railroad at Iowa Falls for the past three years.

## EASTERN.

Elmer E. Cole is building a new ironclad grain elevator at North Billerica, Mass.

The Westchester Grain Co. of Port Chester, N. Y., has been incorporated with a capital stock of \$25,000.

The Taunton Grain Co. of Taunton, Mass., has moved its branch at Weir, Mass., into the new plant recently completed in that town.

W. C. S. Wood of Norton, Kans., has been making repairs to the large building in which is located his grain and cement storeroom.

The Wauser Mill Company is putting up a steel elevator at Laurys, Pa., the work of construction being in the hands of the Steel Storage Company of Buffalo, N. Y.

Noah H. Hopkins, William B. Hough and Lewis S. Merrell have incorporated the Hopkins, Hough & Merrell Co. of Branchville, N. J., with a capital stock of \$30,000, for the purpose of carrying on a general grain business.

The Great Lakes Terminal Co. of Oswego, N. Y., has been incorporated with \$10,000 capital stock for the purpose of operating a grain elevator. The incorporators are Henry T. Neidlinger, Robert A. Downey and Thomas McGough.

The Evans Elevator, situated on Evans slip at Norton and Water streets, Buffalo, N. Y., has been sold by its owner, the Charles Evans Estate, to George E. Pierce, head of the Monarch Elevator Co. The sale was to Mr. Pierce personally. Rumors of a possible consolidation of the two interests have not been confirmed by the owners.

## OHIO, INDIANA AND MICHIGAN.

Burley and Thomas Wilson have bought the Melvin, Mich., elevator.

The Leslie Elevator Co. of Leslie, Mich., has been incorporated with a capital stock of \$20,000.

The Day-Kaummeir Grain Co. has been incorporated at Detroit, Mich., with a capital stock of \$10,000.

The Wallace Company has bought two Hall Signaling Grain Distributors for its elevator at Kinde, Mich.

The Valparaiso Grain and Elevator Co. of Valparaiso, Ind., has increased its capital stock by \$10,000.

A new Michigan corporation is the Vestaburg Elevator Co., Vestaburg, Mich., having a capital stock of \$10,000.

John Studebaker & Son, of Bluffton, have leased the old George W. Steele Elevator at Marion, Ind., and will operate it.

A. M. Anderson of Lynn, Ind., has purchased the elevators at Messick and Mooreland, Ind., formerly owned by J. A. Mouch.

The plant of the Brown City Grain Co., at Brown City, Mich., has been sold to the Richmond Elevator Co. of Lenox, Mich.

The Onsted & Kerr Co. has been incorporated with a capital stock of \$28,000 at Onsted, Mich., to carry on a general grain business.

Winer, Brown & Co., are operating the Vandalia elevator at Auburn, Ind., which they recently purchased of H. C. Hoodelmeier.

J. W. Stafford and Timothy Connell are building an elevator at Milton, Ind. Mr. Stafford is also erecting an elevator at Beeson's, Ind.

The Vassar (Mich.) Hay and Produce Co. is remodeling its entire plant into a grain elevator. The plans call for a building 30x100 feet.

Clark, Travis & Co. are building an elevator at Mesick, Mich. The house when completed will measure 30x90 feet, on a cement foundation. C. A. Travis is president and manager of the company

and Charles Dean secretary and treasurer. The company will also maintain a feed mill.

The Richmond Elevator Co. of Lenox, Mich., has purchased the property at Marquette, Mich., formerly owned by the Matthews Mill & Elevator Co.

Philip Becker of Seymour, Ind., has purchased the elevator and grain business of J. W. Adams at Grammer, Ind., and will conduct it personally.

The Arno Milling & Elevator Co. of Arno, Ind., has been incorporated with a capital stock of \$6,000 by Horace Kinney, Laura Kinney and Hazel Kinney.

Ground has been broken for a new 15,000-bushel elevator at De Witt, Mich., for the Christian Breisch Co. which operates the mills and elevators at Lansing, Mich.

The L. Keilman Co. of Dyer, Ind., has been incorporated with a capital stock of \$5,000 to carry on a general grain business. The incorporators are Leonard Keilman, John L. Keilman, Peter Gettler, Henry Kalvelage and H. L. Keilman.

H. C. Arnold and A. B. Cline have purchased the old elevator at Petroleum, Ind., and will remodel and operate it. The new grain firm of W. J. Voror and Aden Evans has purchased the site of the old C. B. & C. depot at Petroleum, and will erect a new elevator which will give the town two grain buying establishments.

#### MISSOURI, KANSAS AND NEBRASKA.

The new farmers' elevator at Delphos, Kan., is rapidly nearing completion.

The Cromwell Lumber & Grain Co. has removed from Blair, Neb., to Omaha.

J. S. Hart of Randall, Kan., is installing a Hall Signaling Grain Distributor.

The P. H. Pelkey Construction Co. has installed a new Hall System at Bushton, Kan.

Sanders & Weststrand of Wakefield, Neb., have bought a Hall Signaling Grain Distributor.

J. E. Armstrong of Scottsbluff, Neb., has purchased a Hall Signaling Grain Distributor.

The Clafin (Kan.) Grain, Fuel & Stock Co. has bought a Hall Signaling Grain Distributor.

The contract has been let for the construction of the new mill and elevator at Grenola, Kan.

Paul, Neb., farmers have organized into a company for the purpose of erecting an elevator.

Work is now in progress on the new 20,000-bushel elevator at Wamego, Kan., for the Lord Milling Co.

The Updike Grain Co. has bought a Hall Signaling Grain Distributor for its Creighton, Neb., building.

It is announced that the Cain Milling Co. will erect a new elevator at Leavenworth, Kan., this fall.

John Ontjes is erecting an elevator at Fredrick, Kan., and will have it completed in time for harvest.

A Hall Signaling Grain Distributor will be installed by the Fullerton Elevator Co., at Fullerton, Neb.

The Cortland Elevator Co. has purchased the plant of the Nebraska Elevator Co. at Cortland, Nebraska.

The Kaufman-Boyle Co. has postponed the erection of its new elevator at Wichita, Kan., until next October.

The capital stock of the Moore-Lawless Grain Co. of Kansas City, Mo., has been increased from \$20,000 to \$30,000.

U. B. Sharpless has purchased the Denton Elevator, otherwise known as the Cavanaugh Elevator at Effingham, Kan.

The old elevator of the Pratt Elevator Co. at Haviland, Kan., has been torn down and replaced by a new 25,000-bushel house.

The Farmers' Elevator Co. has completed its house at Inman, Kan. The house now has a capacity of 20,000 bushels and cost \$4,000.

The Bowen Milling Co., of Independence, Kan., has purchased the Hall & Baker Elevator at Iuka. Ed Eggleston, of Pratt, will manage it.

The Tyler Milling Co. of Junction City, Kan., has purchased the old mill and elevator site at Milford, Kan., and will erect a 15,000-bushel elevator upon it.

The Burlingame Grain & Elevator Co., recently formed with \$15,000 capital stock, at Burlingame, Kan., has purchased the Beverly Elevator at that point.

Sam Finney is making repairs on his elevator at Wellsboro, Ind., adding a new cupola and leg, and raising the old legs and putting in rope drive, besides building a new track shed. Fred Friedline & Co. have the contract.

E. D. Gould, of Kearney, Neb., has sold to the T. B. Hord Grain Co., of Central City, five elevators located at stations on the Burlington line in Nebraska between Ord and Palmer. A considerable acreage of land was included in the sale, and the total consideration is said to have been about \$30,

000. Mr. Gould has recently bought some elevators along the Union Pacific's Callaway line and will give his entire attention to them.

The Topeka Grain Co. has purchased the V. S. King Elevator at Plainville, Kan., and has placed W. W. Young, formerly of Kansas City, Kan., in charge.

The Greenland-Baker Elevator at Atchison, Kan., has been bought by W. A. and J. W. Blair, and will be remodeled. The capacity is to be 20,000 bushels.

R. L. Funk has retired from the J. H. Kinnear Grain Co. of Powhattan, Kan. J. H. Kinnear and C. D. Kinnear will continue the business under the same name.

R. O. Long, Calvin Sitton, W. F. Manzke and others have incorporated the Manzke-White Grain and Produce Co. of Bowling Green, Mo., with a capital stock of \$8,000.

The contract for the new elevator at Hadar, Neb., has been let to the Younglove Construction Co. of Sioux City, Iowa. The elevator will have a capacity of 20,000 bushels and cost over \$4,000.

Contract has been let for the new elevator at Bushton, Kan., for the Bushton Grain & Supply Co., whose house at that point was burned recently. The new elevator is to be finished by August 20.

The North Bend Grain Co. is tearing down its old elevator at North Bend, Neb., preparatory to rebuilding. The remodeled house will contain ten bins and will have a total capacity of 20,000 bushels.

Fred Johnson has bought the interest of C. R. Fanatia in the elevator of the Erie Grain and Lumber Co. at Erie, Kan. Mr. Fanatia has purchased an elevator at Shaw, Kan., from the Wickard estate.

The Holmquist Grain and Lumber Co. has bought the W. S. Deal Elevator at Hoskins, Neb., having a capacity of 15,000 bushels. The company has also purchased elevators at Rosalie and Nickerson, Neb., from the Sioux City Grain and Lumber Co., the capacities being 15,000 and 20,000 bushels. This gives the Holmquist Company 19 elevators. The Omaha elevator is being enlarged, also.

#### WESTERN.

Picabo, Idaho, is promised a new elevator in the near future.

The Clarkston Mill & Elevator Co. is building an elevator at Trenton, Utah.

T. J. Hubbell of Thornton, Idaho, has bought a Hall Signaling Grain Distributor.

The Washington Grain and Feed Co. of Tacoma, Wash., has surrendered its corporate charter.

The Cargill Elevator Co. will shortly commence the building of a new elevator at Stanford, Mont.

A \$5,000 elevator will be put up at once by the Farmers' Elevator Co. of Lanark, Mont., recently organized.

W. H. McCormick of Billings, Mont., is planning to build a complete seed house and grain elevator in that city.

The local farmers' union at Grangeville, Idaho, is planning to either buy or build a grain warehouse at that point.

The Skagit Hay and Grain Co., of Skagit, Wash., has been taken over by the Everett Flour Mill Co. of Everett, Wash.

The Sanborn Mercantile Co., of Manhattan, Mont., is negotiating for a site at Harrison, Mont., on which to erect an elevator.

Smith & Co. are erecting a 70,000-bushel elevator at Boise, Idaho, in connection with their cleaning, grinding and barley rolling plant.

It is reported that another elevator will shortly be erected at Wibaux, Mont., and a company is now being organized for that purpose.

John F. Asbury, H. O. Kellogg and W. P. Franklin of Big Timber, Mont., have let the contract for an elevator at that place to L. O. Hickok & Son of Minneapolis.

The Farmers' Union Mill and Grain Co. of Tekoa, Wash., has been incorporated with \$16,000 capital stock, and has purchased the mill, warehouse and other property of the Tekoa Mill and Grain Co. at that place.

Yates, Mont., is to have two new elevators, one of 40,000 bushels' capacity, to be erected by the Thorpe Elevator Co., and one of 45,000 bushels' capacity to be built by the Minnesota & Western Elevator Co.

The machinery for the new warehouse and grain elevator of Balfour, Guthrie & Co. at Tacoma, Wash., including electric grain carriers, grain cleaning apparatus and loading and cargo-handling machinery, has been ordered.

The Bickelton Farmers' Union of Walla Walla, Wash., has united with the Bluelight and other unions, forming a joint stock company, with a capital of \$20,000, to include all the unions in the eastern part of Klickitat County. The combination will build a grain warehouse at Mabton and plat-

forms at Roosevelt and Alderdale, all in Washington.

J. C. Schmidt has purchased an interest in a wholesale and retail grain and milling business at Coeur d'Alene, Idaho, and will remove to that city from South Dakota.

D. L. Lytle has commenced construction work on his new 25,000-bushel elevator at Miles City, Mont. He has also broken ground for an elevator of the same capacity at Huntley, Mont., and is constructing one at Columbus, in the same state.

The Russell-Miller Milling Co. and the Billings Milling Co., which have combined to erect a \$150,000 mill at Billings, Mont., are planning to erect several elevators along the line of the Billings & Northern and in the Clarke's Ford as feeders to the new milling plant in Billings.

A party of Minneapolis capitalists, comprising William Dunwoody, J. S. Ball, John Washburn and C. J. Martin has formed the Rocky Mountain Elevator Co., capitalized at \$100,000, to build elevators for the purpose of caring for the wheat supply for the Royal Milling Co. of Great Falls, Mont., in which they are interested.

Richard J. Stephens, for seventeen years in the grain business in Almira, Wash., and W. G. Weer, for five years in charge of the Spokane offices of P. J. Fransoli & Co., have gone into the grain business in Spokane, Wash., with offices in the Paulson Building. A branch office will be opened at Seattle. They have incorporated under the name of Stephens, Weer & Co.

Farmers' Union Warehouse Co. has been organized at Pendleton, Ore., to operate a string of co-operative warehouses in Umatilla County. The company has a capital of \$20,000 and the following incorporators: C. C. Connor, Eugene McCulley, F. M. Benson, G. E. Reese and J. H. Day. Four warehouses will be erected at Helix, Stanton, Vancleave and Ring Station. The incorporators are members of the Helix farmers' union.

#### MINNESOTA AND WISCONSIN.

Morton, Minn., is to have a farmers' elevator company.

W. P. Barton has bought E. H. Pushor's elevator at Herman, Minn.

A new elevator is in course of construction at Breckenridge, Minn.

P. G. Carey of Donnybrook, N. D., will enter the grain business at Superior, Wis.

The farmers' elevator at Tyler, Minn., is to be rebuilt upon the old foundation.

The old elevator of the Benson Grain Co. at Elmore, Minn., has been torn down.

The Wabasso Roller Mills will erect an elevator at Wabasso, Minn., this summer.

The Benson Grain Co. of Heron Lake, Minn., has purchased the Parker Elevator at Woodstock, Minn..

The Grain Producers' Elevator Co. is building a 200-foot addition to its present building at Osseo, Minn.

The Farmers' Grain & Supply Co. of Rush Lake, Wis., has been incorporated with a capital stock of \$5,000.

The Farmers' Co-Operative Ass'n of Jackson, Minn., has been organized with a capital stock of \$20,000.

The style of the grain firm of Pick Bros. & Co. at West Bend, Wis., has been changed to the Pick Bros. Co.

The Wirock Farmers' Co-Operative Association has purchased the elevator property of Byrnes Bros. at Wirock, Minn.

The T. M. McCord Co., a new grain concern, has been incorporated at Minneapolis, Minn., with a capital stock of \$50,000.

Construction work has started on the new elevator for Bingham Bros., at Seaforth, Minn., to replace the one that burned last fall.

The Power & Appliance Manufacturing Co. of Minneapolis has placed orders with Moulton & Evans for twelve Evans Wagon Dumps.

Among the newly organized farmers' elevator companies is one at Pennock, Minn. The president is John P. Larson, and the temporary secretary is J. L. Jarrett.

The Washburn-Crosby Co. of Minneapolis is making some changes in the receiving pits at its 1,000,000-bushel fireproof elevator. Moulton & Evans have the contract.

The New London (Minn.) Farmers' Elevator Co. has been incorporated with a capital stock of \$8,000 by S. H. Stauffer, Peter Skoglund, Anton M. Anderson and Alfred Lundberg.

The recently organized farmers' elevator company of St. Hilaire, Minn., has purchased the Holmes Elevator at that town for \$2,200. The new owners take possession August 1. The president of this

new company is Ed Enright and the secretary is N. A. Nelson.

The Dale Farmers' Elevator Co. was recently organized at Dale, Minn. N. T. Lunder was elected president, and Hans Ulven, secretary.

The Great Northern is putting up a 2,500,000-bushel addition to its elevator at Superior, Wis., which now has a capacity of 3,500,000 bushels.

De Graff, Minn., farmers have organized an elevator company, with P. W. Bresnahan as president, and A. F. Nelson, secretary. It is the intention to buy one of the elevators now in De Graff.

A site has been secured and work has commenced on the new Farmers' Elevator at Waseca, Minn. Among those interested in the proposition are J. M. Harsh, Ole Haugan, C. P. Lindgren, Charles Nelson and Arnt Monson.

M. W. Savage is building a new warehouse and also an addition to his elevator at Minneapolis, Minn., to cost \$100,000. The building will be 70x200 and the addition 60x90 feet. The latter will have a capacity of 350,000 bushels.

Certificate of incorporation has been issued to the Lynd Farmers' Elevator Co. of Lynd, Minn., with a capital stock of \$10,000. The incorporators include J. M. Green, Frank V. Harris, E. E. Davis, Walter E. Robertson and Frank Greve.

The Great Western Elevator Co. will wreck a portion of its old plant at Dawson, Minn., and build a modern elevator. The plant when completed will have a capacity of 30,000 bushels. C. E. Bird & Co., of Minneapolis, Minn., have the contract.

The Russell-Miller Milling Co. of Minneapolis has purchased and absorbed the Missouri Valley Milling Co., with its three mills and elevators, the Lyon Elevator Co., with forty country elevators, and the C. G. Ireys Elevator Co., operating twenty-one country elevators. This will give the Russell-Miller Milling Co. a flour output of 10,400 barrels per day, a combined mill elevator capacity of 1,500,000 bushels and eighty country elevators, with a storage capacity of 2,500,000 bushels. The capital and surplus of the Company has been increased from \$1,800,000 to \$2,500,000.

#### THE DAKOTAS.

M. Roe is building a grain elevator at Iroquois, S. D.

J. O. Blouin has sold his elevator at De Lamere, North Dakota.

The Atlantic Elevator Co. has erected an elevator near Lankin, N. D.

The Reider Elevator at Waubay, S. D., has been bought by Will Hayden.

A new 20,000-bushel elevator is to be erected this summer at Richardson, N. D.

The Wyndmere, N. D., Farmers' Elevator Ass'n has bought the Lyon Elevator.

R. A. Grams has commenced the erection of a new elevator at Ambrose, N. D.

The Cargill Elevator Co. is building a new 40,000-bushel elevator at Cayuga, N. D.

The Aberdeen (S. D.) Milling Co. is building a 12x40 addition to its elevator, to cost \$300.

The Gettysburg Farmers' Elevator Co. has purchased the elevator of C. E. Mesick at that place.

The Osborn-McMillan Elevator Co. is planning to erect an elevator at Forman, N. D., during the summer.

The Logan Farmers' Elevator Co. has been incorporated at Minot, N. D., with a capital stock of \$10,000.

The Farmers' Elevator Co. of Cavour, S. D., has purchased the Western Elevator Co.'s house at that point.

A new elevator will be erected in time for this season's crop at Iroquois, S. D., by the Farmers' Elevator Co.

William George, formerly of Madison, S. D., has purchased an elevator at Oldham, S. D., and is operating it.

It is reported that Shaw & Hagen will erect an elevator at Beach, N. D., making a total of seven for that city.

The Graingrowers' Co-Operative Elevator Co. of Minto, N. D., has bought the Northwestern Elevator at that point for \$5,000.

The Ellendale Grain and Produce Company has let the contract for the erection of a 30,000-bushel elevator at Ellendale, N. D.

Work has commenced at Leola, S. D., on the new elevator for the Eagle Roller Mill Co., of New Ulm, Minn. The new house will be the fourth at Leola.

The Stevens Grain & Fuel Co. of Minot, N. D., has purchased the Winter & Ames elevator at Devil's Lake, N. D., and installed L. A. Stevens as manager.

Work has commenced on the new concrete grain warehouses for the Russell-Miller Milling Company at Beach, N. D. Work on the new mill for the company at Beach will commence within a short time.

The Barnett & Record Co. of Minneapolis has the contract for erecting the plant.

A new farmers' elevator company has been formed to erect an elevator on the new town site between Tolley and Grano, N. D.

Farmers in the vicinity of Arvilla, N. D., have incorporated an elevator company. W. H. Jenks is president and John Hodges secretary.

C. S. Saxton and his associates of Blue Earth, Minn., are planning to build a 20,000-bushel elevator and a flouring mill at Philip, S. D.

The Mouse River Farmers' Co-Operative Elevator Co., Mohall, N. D., will build an elevator as soon as the necessary funds can be secured.

The Farmers' Elevator Co. of Dickey, N. D., contemplates the erection of a 50,000-bushel elevator to be run in connection with its present building.

The Star Elevator Co., operating at Bloom, Velva and Hurdsfield, North Dakota, will erect an elevator at Reeve's Spur, with a capacity of 25,000 bushels.

The Van Dusen Elevator Co. is reported to be planning a new line of elevators along the line of the Northwestern between Pierre, S. D., and the Black Hills.

Work has begun on the new Farmers' Elevator at Waverly, S. D. S. H. Tromanhauser of Minneapolis, has the contract for the house, which will cost about \$5,500.

The National Elevator Co. has awarded to T. E. Ibbsen of Minneapolis the contract for a new 30,000-bushel house at Newark, S. D., replacing the present one, which will be torn down.

The Van Dusen Elevator Co. has let the contract for a new elevator at Pierre. S. D. Isaac Peterson is also planning to build an 18,000-bushel elevator at Pierre in time for the harvest.

Farmers in the vicinity of Upham, N. D., have organized an elevator company and let the contract for a 30,000-bushel elevator to Honstain Bros. of Minneapolis, Minn. The cost will be \$5,274.

Doland, S. D., has a new farmers' elevator company recently organized. George Shumway is president and Herman Hahn is secretary. The company will either build or buy a 20,000-bushel elevator at Pierre.

The recently organized Farmers' Elevator Co. of Vienna, S. D., purchased and on July 1 took possession of the local elevator of the Minnesota & Western Elevator Co. at Vienna. The consideration was \$3,000.

The new elevator in course of construction at Vermillion, S. D., by the farmers' company, to replace the one destroyed by fire, is to cost \$10,000, including machinery, and will be one of the finest in the state.

McIntyre & Weir of Bantry, N. D., will build an elevator of 25,000 bushels' capacity at the new siding north of Towner, N. D., on the Great Northern. C. E. Bird & Co. of Minneapolis, Minn., have the contract.

W. A. Caldwell of Monango, N. D., has purchased the elevator at each of the three following towns in North Dakota: Potsdam, Kilberne and Boynton. This gives Mr. Caldwell the ownership of five elevators. The last three will be thoroughly overhauled and repaired.

J. L. Denhart of Pipestone, Minn., has purchased from W. J. Thompson of Madison, S. D., the three elevators located at Trent, Egan and Colman, S. D., trading in a ranch near Madison. It is Mr. Denhart's intention to establish an office at Pipestone and operate his elevators from that point.

The Freeman-Bain Co., has let the contract for its new elevator at Aberdeen, S. D., to replace the house destroyed by fire on May 5. The elevator proper will measure 30 by 50 feet, and will contain twenty-nine hopper bins, run by electric power, to be generated by three motors. The barn, office and warehouse will be constructed of cement blocks and it is expected that the plant will be ready for operation by August 1.

#### SOUTHERN AND SOUTHWESTERN.

McDaniel & White are building a large granary adjacent to their mill at Olaton, Ky.

The A. B. Crouch Grain Co. has acquired a tract of land at Temple, Texas, and will erect a large elevator upon it.

The Green & Green Grain Co. of Hydro, Okla., has been incorporated with \$10,000 capital stock, by T. E., A. E. and M. Green.

The Cage Grain Co. has been incorporated at Palestine, Texas, for \$25,000. D. G. Cage and Julius Pearlstone have charge of the business.

M. A. Cooper and J. A. Hayden, who recently purchased the Cecilian mill at Cecilian, Ky., are planning to erect a large elevator near their new property.

The Smith Bros. Grain Co. of Fort Worth, Texas, has awarded the contract for a 35,000-bushel elevator of steel construction, to be erected in that city. The house will contain thirty-two tanks, each 74 feet high and 15 feet in diameter. The elevator

will be operated under the style of the Fort Worth Elevator Co. J. G. Smith is president of the company, with J. A. Simmons secretary.

The Hanna Grain Co. of Oklahoma City, Okla., has been incorporated with \$4,000 capital stock by R. S. Rowland, Thomas Campbell and James J. Hanna.

The M. Marucheau Grain Co. has been incorporated at San Antonio, Texas, by H. A. Marucheau, C. W. Buhler and A. C. Marucheau. The capital stock is \$10,000.

The grain warehouse of W. L. and W. M. Fain, at Atlanta, Ga., is completed. It has a storage capacity of 250 carloads, and 20 carloads can be handled in a day.

The Wapanucka Produce Co. of Wapanucka, Okla., is planning to build a large elevator and corn sheller at that point. The new plant will be in operation by September 1.

E. S. Dixon & Co. are rebuilding their elevator at Houston, Texas, recently destroyed by fire. The new house will be of fireproof construction and considerably larger than the old plant.

R. N. Halstead, T. C. Tipton and Robert P. Jones have incorporated Halstead, Tipton & Co., of Atlanta, Ga., with \$5,000 capital stock, for the purpose of carrying on a general grain business.

The El Campo Farmers' Elevator Co., of El Campo, Texas, has been incorporated with \$15,000 capital stock by W. W. Duson, S. Webster, Oscar Shult, L. H. Lynn, Mack Webb and F. J. Hardy.

#### CANADIAN.

The Spencer Grain Co., of Winnipeg, Man., has registered partnership.

The West Coast Grain Co., Ltd., of Calgary, Alta., has been incorporated.

The Goose Lake Grain and Lumber Co. is erecting an elevator at Harris, Sask.

A 25,000-bushel elevator will be erected at Lorette, Sask., by Paulson & Winkler.

The Dow Oatmeal Milling Co. will erect an elevator at Neepawa, Man., this summer.

The Calgary Grain & Supply Co., Ltd., has commenced business at Calgary, Alberta.

A 35,000-bushel elevator is being built by the farmers of the Bulyea, Sask., district.

The Alberta Pacific Elevator Co., Ltd., is erecting an elevator at Raymond, Alberta.

The Brackman-Ker Co. has started to build a 35,000-bushel elevator at Ellerslie, Alberta.

The Kinistino Milling and Elevator Co., Ltd., of Kinistino, Sask., has begun business at that place.

The Saskatchewan & Western Elevator Co., Ltd., is building a 28,000-bushel elevator at Keeler, Sask.

The British Empire Grain Co., having a capital stock of \$500,000, has been incorporated at Winnipeg, Man.

The Cummings Grain Co., Ltd., has been incorporated by letters patent at Calgary, Alta. The capital stock is \$150,000.

The capital stock of the Battleford Milling & Elevator Co., Ltd., of Battleford, Sask., has been increased from \$30,000 to \$40,000.

The old Ogilvie Elevator at Moose Jaw, Sask., has been torn down and work has commenced on the erection of a new 40,000-bushel house.

The Alberta Grain Co. will erect an elevator at Carstairs, Alta. The Imperial Elevator Co. will also put up an elevator at the same place.

The Carlyle Farmers' Elevator Co. of Carlyle, Sask., will replace its elevator at that place, burned last winter, with a 25,000-bushel building, to cost about \$6,000.

The Western Canada Flour Mills Co. has purchased the 70,000-bushel Farmers' Elevator at Hartney, Man. The Company will build a new elevator at Russell, Man.

John Watson of Gilpin, Alberta Province, Canada, has placed his order for a set of plans for a 20,000-bushel grain elevator with Burrell Engineering & Construction Co.

McCabe Bros. of Duluth, Minn., have contracted with Moulton & Evans of Minneapolis for a 30,000-bushel elevator to be erected at Buncleddy, Manitoba. Work will begin at once.

Joseph H. R. Gillespie, Charles H. Lamontague, Clarence E. McKay, William Peacock and John R. Rodie have incorporated the Export Grain Co., Ltd., of Brandon, Man., with \$200,000 capital.

The Western Milling Co. has applied for a permit to rebuild its elevator at Calgary, Alberta, which burned several months ago. The new structure will cost \$12,800. A flour warehouse will also be erected.

It is reported from Fort William, Ont., that work on the new Ogilvie Elevator at that point will be commenced at once. This will make six elevators in progress or in contemplation at Fort William: Empire, Western and Grand Trunk Pacific, building; Consolidated and Ogilvie, contract let; Muir-

head and Black to be let immediately. These houses will give Fort William an elevator capacity of about 20,000,000 bushels.

The Western Elevator Co. has decided to build a string of elevators in Saskatchewan. Points already determined on are Sutherland, Floral, Duval, Southey and Cory. Each house will have a capacity of 35,000 bushels.

The farmers about Stonewall, Man., are planning to organize a company for the purpose of purchasing and operating the Stonewall Mill & Elevator. The present owner has agreed to take half the stock if a company be formed.

The Saskatoon Milling & Elevator Co., Ltd., has decided to build a line of elevators on the Goose Lake branch of the Canadian Northern. A 30,000-bushel elevator is now under construction at Zealandia, Sask., and others will be erected at Vanscay and Harris.

[For the "American Elevator and Grain Trade."]

#### GRAIN TRADE NEWS FROM OHIO.

BY H. L. SPOHN.

The wheat harvest began in some of the river counties of southern Ohio as early as July 3, but it was not on in earnest until a week later. Reports from various sections show that not only does the crop present a fair prospect, the estimated average running from twenty to thirty bushels, but that farmers have sustained heavy loss by being in too much of a hurry to plow up their fields last spring. It is now apparent that hundreds of acres were plowed under which, had they been permitted to mature, would have yielded at least twenty bushels of good quality wheat per acre. Oats have made fair progress and gives promise of a fair average yield, but much depends upon weather conditions from this time until the grain is filled. Reports say that corn never made more rapid growth in this section than it has during the past four weeks. Although it was several weeks behind in the planting and there was much apprehension that it might not have time to mature, it is now as far along as usual, having made this gain within a few weeks. Aside from a rank growth of weeds, which it has been almost impossible to exterminate, the prospect is splendid.

There has been light trading in grain of all kinds at the Toledo Produce Exchange recently, as there has been but little grain in sight. One firm, J. F. Zahm & Co., on June 30, sent out bids all over this section and by mistake offered a cent more than the market warranted, but even this brought no returns, which leads to the conclusion that the old stock is all gone.

The first cars of new wheat showed up here from St. Louis. The quality was splendid, weight 60 pounds, and grade No. 2 Red. No heavy new wheat receipts are expected until after the 15th or 20th.

Considerable attention has been turned to clover seed, the receipts being the heaviest since 1897, when they reached 200,000 bags. The receipts have so far reached 155,000 bags, as against 29,500 bags last year.

A large delegation of Toledo grain dealers and millers attended the Ohio Grain Dealers' Association convention at Cedar Point, and report a splendid session, with a rather light attendance.

At the annual meeting of the Isaac Harter Milling Co. and the Interstate Grain Storage Co., an allied organization, the following officers were selected for both concerns for the ensuing year: President, A. Mennell; vice-president and secretary, Lonis A. Mennell; treasurer, Mark Mennell. The report shows the concerns to be in a flourishing condition.

Fred King, of the firm of C. A. King & Co., is spending a couple of weeks at Niagara Falls and other Eastern points.

A jury in the Court of Common Pleas at Bowling Green recently awarded damages in the sum of one cent to David S. Loe against Samuel White. Plaintiff claimed that defendant had deprived him of the possession of hay, corn and clover seed of the value of \$674.50. Plaintiff was also awarded the possession.

Although the safe in the office of the Marion National Milling Co., at Marion, O., was not locked, yeggmen blew it to pieces with a charge of nitroglycerin, which wrecked the entire interior of the office. John Armstrong, a pedler, was taken into custody, charged with the crime. Circumstantial evidence consisting of tools and loot are held against him.

John M. Stegenga, formerly floor manager for the Postal Telegraph Co. at the Produce Exchange, is now in charge of the management of the new branch of Marfield, Tearse & Noyes, of Chicago, recently established at Toledo.

Ohio employment bureaus have received the usual annual call for harvest hands for the Kansas wheat fields. Two dollars per day and board are offered, the estimated period of employment being from twenty to sixty days.

Charles D. Cameron, of the Churchill Grain and Seed Co., and J. A. Smith, of the Flower Seed Co., have returned from Buffalo, where they attended the

annual meeting of the American Seed Trade Association.

The Globe Roller Mill at Norwalk, O., has been leased to the W. H. Gardner Grain & Mill Co., of Bellevue. Extensive improvements will be made, after which it will be operated in connection with the Bellevue plant.

Frank I. King has returned from a short vacation spent at lake Chautauqua and Atlantic City.

In the case of Thomas E. Ireton & Bros., of Van Wert, O., against the Pennsylvania Railway Company, tried before Judge Sater of Columbus in the United States Circuit Court at Toledo, the jury returned a verdict in favor of the Railway Company. The suit was brought to recover \$60,000 damages for the loss of an elevator which plaintiff claimed was fired by sparks from a passing engine of defendant's train. A number of insurance companies were vitally interested in the outcome, and more than seventy witnesses, including mechanical experts from all parts of the country, were summoned as witnesses. It is probable the case will be appealed.

All records for quick declines were broken on the local exchange recently, when cash wheat shot down 12 cents in one day.

Frederick W. Rundell, of W. A. Rundell & Co., has returned after an extended trip to Wyoming and other points in the West.

Because John Sullivan, a youth of 19 years of Youngstown, O., attempted to force Fred Wolf, a wealthy mill man, to pay him \$500 under pain of death, he is now confined in the Ohio State Reformatory. He begged to be sent to the penitentiary instead, but his plea was unavailing.

Burglars recently secured \$145 in cash from the safe of J. C. Lantz's mill at Mansfield, O. The safe was blown to pieces with nitroglycerin. The thieves have not been caught.

#### OBITUARY.

J. W. Christie, his wife and 18-year-old daughter, of Aberdeen, S. D., were murdered by tramps, on the morning of July 3, for the purpose of robbery, it is believed. Mr. Christie was a man of some wealth and was a grain buyer for Van Duzen & Co. He was about 52 years of age, and was one of the most prosperous farmers in the Northwest.

H. C. Cornwall, traveling superintendent of the Occident Elevator Co., died at his home in Jamestown, N. D., on June 19, aged 53 years. Cancer of the stomach was the cause of his death. He was agent for several elevator companies in Eldridge before moving to Jamestown, and was regarded as one of the best posted grain men in the state.

Notice of the death of Eben Ryder at Atlantic City reached Chicago on July 8. Mr. Ryder was one of B. P. Hutchinson's leading brokers during his far-famed corner in wheat in 1888. It is said that he made the largest single overnight profit in grain on record, getting \$200,000, or 40 cents a bushel on 500,000 bushels of wheat. He retired from the trade early in the '90's.

The body of a murdered man, found in a box in the Columbia River near Pendleton, Ore., about six weeks ago, and supposed to have been dead three or four months but preserved by the cold water, may be that of Curt Pless, president of the Pless Hay and Grain Co. of Bellingham, Wash., who mysteriously disappeared in January. The description of the body found in the box is similar to that given of Mr. Pless.

George C. Sanborn, a member of the Chicago Board of Trade for many years, died on June 28, at a sanitorium, where he went for treatment a month or so ago. He was manager of the cash grain department for the firm of Milmine, Bodman & Co., for many years, and later held the same position with Harris-Scotton. Several years ago Mr. Sanborn retired from the Board to devote his time to interests in Mexico.

Daniel L. Seymour, a member of the Chicago Board of Trade for many years, died in Paris, France, after an illness of two weeks, on June 28. He was well known in Chicago, where he had a number of relatives, among whom are two brothers and a sister, both of his brothers being members of the Board of Trade. Mr. Seymour was born in New York state in 1843, coming to Chicago in 1865 and engaging with the Armour Grain Co., and later on the Board of Trade with his brothers. Ill health caused him to retire 20 years ago, since which time he has lived in Boston, Mass. He was spending the summer in Europe.

Henry A. Towner, one of the oldest members of the Chicago Board of Trade, died, on July 1, at his home in Highland Park, Chicago. He was a native of New York state, having been born there in 1832. He came to Chicago when he was 20 years of age and entered the employ of the Board of Trade firm then known as Dole, Rumsey & Co. He was admitted to partnership in the firm five years later, and was a member of the Board until a few months ago, when he retired. Mr. Towner was one of the oldest members of St. James Episcopal church, Chicago, and was a vestryman and warden at the time of his death. He is survived by his wife, two sons and two daughters.

## THE EXCHANGES

No July wheat was delivered on contracts at Chicago in July, much to the general surprise.

The Wichita Board of Trade has been petitioned to increase its membership limit, now placed at 50.

Fenton M. Parke has succeeded Walter J. Shepard as secretary of the Buffalo Chamber of Commerce.

Memberships on the Kansas City Board of Trade are selling for \$2,500, including transfer fee of \$500.

A seat in the Philadelphia Commercial Exchange sold on June 28 for \$177 to Richardson Bros., grain dealers.

Tickers to record stock prices at New York have been installed on the floor of the Minneapolis Chamber of Commerce.

Memberships on the Milwaukee Chamber of Commerce have advanced \$100 in the last thirty or more days, the last quotation being \$275.

The Minneapolis Chamber of Commerce has taken out an additional permit for a twelve-story addition, covering the cost of an elevator at \$18,500.

The Boston Chamber of Commerce will send a committee to Washington to oppose the imposition of a Federal tax of 2 per cent on the earnings of corporations.

The Baltimore Chamber of Commerce has elected the following grain committee to serve one year: Wheat—Hiram G. Dudley and John M. Dennis; corn—F. A. Meyer and Edwin Hewes; rye—Frank J. Ryley.

Marion Edwin Geer, of M. E. Geer & Co., Pittsburgh, Pa., was expelled from the Chicago Board of Trade by the directors, on June 29, the charge being the misuse of quotations. Mr. Geer has been a member of the Board for a little over two years.

The Minneapolis Chamber of Commerce has offered, through the Grand Forks Fair Association, special prizes amounting to \$250 for the best exhibits of Red Fife and Blue Stem wheat shown at the State Fair to be held at Grand Forks, July 20-24.

A petition has been circulated on change to abolish trading in "ups" and "downs" by the Chicago Board of Trade, owing to Judge Going's adverse decision thereon; but that decision may be subjected to review by an appellate court before final action is taken.

The Fifty-fifth Annual Report of the Philadelphia Commercial Exchange, dated 1909, has been published by Secretary Marshall. It contains all information concerning the Exchange rules, etc., as well as historical matter that the grain trade is interested in.

The annual dinner of the Omaha Grain Exchange was held in June. E. P. Peck was toastmaster; and addresses were made by Chas. F. Davis, J. W. Holquist, E. A. Cope, J. B. Swearingen, Mr. Carlisle of St. Louis, W. J. Heins, Frank Hollinger, C. L. Sturtevant, E. C. Twamley and the Turner brothers of Cumberland.

A public hearing of those interested was given at the St. Louis Merchants' Exchange on the question of repealing the rule requiring a penalty of 3c. for delivery of No. 2 hard winter on a wheat contract. The matter was then referred to a special committee who favored contracts for both grades. There is another party who favor parity of the grades, so that the subject will no doubt go to the directory.

In order to obtain more room for its own uses in its building at Tenth Street and Penn Avenue, Pittsburgh, the Pa. R. R. Co. has notified its tenant, the Pittsburgh Grain and Flour Exchange, that its lease will expire on April 1, 1910. The Exchange has therefore obtained a five-year lease for quarters and offices for its members on the seventh floor of the Wabash-Pittsburgh Terminal Railway Company's Wabash building.

Gerhard J. Siebens of the Siebens Grain Co., Decatur, Ill., was expelled from membership in the Chicago Board of Trade on July 6 for uncommercial conduct. Siebens had been a member only six months and was charged with having manipulated weighing tickets in order to make less payment to his customers than the actual car weights called for. He was also charged with trading on customers' margins. He was on Ware & Leland's wire, but when his irregularities became known he was dropped by that firm.

President Bunnell of the Chicago Board of Trade has appointed a preliminary committee to further social and business relations between members of the Chicago Board of Trade and other exchanges throughout the country. Members of the outside exchanges are to be entertained here in a body at some future date. The committee is: J. C. Murray, James Bradley, James Pettit, H. N. Sager, C. B. Pierce, W. N. Eckhardt, George E. Marcy, F. B. Rice, H. A. Rumsey, W. H. Lake, D. J. Murphy, S. P. Arnot, Fred Paddleford, J. E. Bennett, D. A. Noyes, J. M. McClean, D. H. Harris, C. W. Buckley, H. Boore, O. E. Moody and C. D. Michaels.

## NEW EXCHANGE RULES.

The Milwaukee Chamber of Commerce on June 30 adopted an amendment to the rules, making the commission for handling flax-seed on consignment 1c per bushel; also an amendment making the fee for the inspection of flax-seed 75c per carload.

The Detroit Board of Trade has made Standard Oats the speculative grade in that market, effective July 1, 1909.

The Omaha Grain Exchange has amended its rules forbidding the consignee of grain to purchase the same.

## COMPLAINTS AT MONTREAL.

At a meeting of the Montreal Corn Exchange committee of management on June 29, a complaint was read from the Dominion Marine Association that the shortages at unloading of grain loaded at the head of the lakes are as great as ever this season; and inquiry is made as to the progress, if any, made toward establishing a clearing house at the head of the lakes.

The meeting resolved to address the grain exchange at Winnipeg as desired, but it decided also to ask the Dominion Marine Association to arrange with the owners of steamers to report that association for information of the Montreal Corn Exchange Association and the Winnipeg Grain Exchange the out-turn of all cargoes and the quantity of same when shipped.

The question of the telegraphic market quotations supplied to the association was again the subject of a lengthy discussion, the service being pronounced unsatisfactory and the charge demanded for a satisfactory service being entirely beyond the means of the association.

## NEW YORK STOCK EXCHANGE REPORT.

The report of the committee appointed last fall by Gov. Hughes to investigate the trading conditions on stock and commodity exchanges was published on June 18; and in substance is a recommendation to the New York Stock Exchange to "take a bath." The report by paragraph may, therefore, be summed up as follows:

Mercantile and metal exchanges do actual harm; their charters should be repealed.

Incorporation of the Stock Exchange is not recommended unless it fails to prevent repetition of wrongdoing.

Stock Exchange margins should be fixed at 20 per cent.

Speculation may be legitimate.

Gambling is where property does not change hands.

The state cannot readily distinguish between proper and improper transactions.

The Stock Exchange can and should correct worse evils.

Pyramiding should be discouraged.

The unlisted department should be abolished.

Short selling is permitted by law.

Matched orders severely condemned.

Some forms of manipulation is permissible.

A rule against corners necessary.

Buying on margins should not be prohibited.

Members' books should be periodically examined.

Brokers selling customers' securities should be found guilty of larceny.

Curb requires regulation; Stock Exchange responsible for its abuses.

Consolidated Exchange injurious because it attracts speculators of small means.

Produce Exchange without experience for mining business.

The Cotton Exchange should restrain speculation of the gambler type.

More careful regulation of holding companies recommended.

Long-time receiverships declared to be harmful.

Advertising should be more carefully regulated.

Giving of market quotations should be restricted, and all tickets should be licensed.

## PITTSBURG GRAIN EXCHANGE.

The Pittsburg Grain and Flour Exchange has elected the following officers for the ensuing year: J. A. A. Geidel, D. G. Stewart & Geidel, president; Jos. A. McCarey, D. McCaffrey Sons Co., vice-president; R. E. Austen, Austen Bros., secretary; D. V. Heck, Hardman & Heck, treasurer; W. W. Beatty, James Brown, John Dickson, T. J. Ellwood, John Floyd, W. N. Gordon, W. V. Hodill, C. A. Foster and John R. Johnston (in addition to the officers named), directors.

Former President R. Martin, in his annual report among other things said (we quote from the Pittsburg Grain and Hay Reporter):

Considerable confusion was caused in our inspection department, and I think even more among local railroad officers, when the inspection clause in the new order bill of lading was enforced. This has about become a thing of the past, since all our firms have filed bonds with the various railroads, securing them against any possible damages, due to our inspection or sampling of grain and inspecting hay. However, it is gratifying to know that nearly all shippers are complying with the requirements of the new bill of lading, and those who as yet have failed to mark "inspection allowed," are gradually being educated along that line.

It is gratifying to report that grain can be

weighed free of charge in the elevators; and it is doubtful if any concession has been received from the railroad company for a long time, that is of more value to our dealers here.

The annual report of Supt. O. C. Alexander included the following summary to June 1 of the past year's receipts of cars of grain, hay, etc., as compared with previous year:

	1909.	1908.
Shelled corn	1,845	1,901
Ear corn	1,114	1,279
Oats	4,650	5,060
Rye	488	441
Mill feed	877	850
Hay	9,364	11,012
Straw	716	1,125
Total	19,057	21,668

Although the number of cars was less in 1909 than in 1908, yet the actual number of tons and bushels was greater, due to the fact that in previous years it was an uncommon circumstance to inspect many cars in excess of 40,000 to 60,000 pounds capacity, while during the past year the majority of cars inspected were of 90,000 and 100,000 pounds capacity.

Although receipts have been light, prices generally have kept high, as the accompanying range show:

	Low.	High.
No. 2 Yellow shelled corn	@ .89	
No. 2 Yellow ear corn	.66 @ .95	
No. 2 White oats	.50 @ .66	
No. 2 White middlings	\$23.00 @ \$31.00	
No. 1 Brown middlings	21.50 @ 30.00	
Coarse W. W. bran	20.50 @ 30.00	
No. 1 Timothy hay	12.00 @ 15.75	
No. 2 Timothy hay	8.00 @ 14.00	
No. 1 Clover mixed	7.00 @ 12.50	
No. 2 Clover mixed	5.50 @ 11.00	
No. 1 Clover	8.00 @ 13.00	
No. 2 Clover	5.50 @ 11.00	
No. 2 Oat straw	6.50 @ 11.00	
No. 2 Wheat straw	6.50 @ 11.00	
No. 1 Rye	7.50 @ 12.50	

"There have been years," says the superintendent, "when the range has been wider and wilder, but there have been few years when the market has kept strong so steadily, especially on grain products."

## BOSTON CHAMBER OF COMMERCE.

The Boston Chamber of Commerce with which the grain trade of that market has been allied has been reorganized by consolidation with the Merchants' Association of that city, the consolidation to be known as the Boston Chamber of Commerce. There will be 2,800 members, and at the meeting of June 15 it was voted to issue at once 2,000 certificates, 1,000 to members of the Merchants' Association and the other 1,000 to members of the former Chamber of Commerce (these certificates are of the par value of \$20 each, representing an equity of one half of one-thousandth of the property of the Association and draw 4 per cent interest, but no holder may vote more than one certificate); to accept all the rights, privileges, interests, estates and property belonging to the Merchants' Association and the former Chamber of Commerce (including the gratuity fund of the Chamber of Commerce); that all individual members of the Chamber and Association be elected and declared charter members of the new Chamber and that all members elected during the current year be recognized as charter members; that the funds of the former Chamber and Association be kept separate during the month of June and that they be consolidated on June 30, and that the meeting on September 28 be devoted to a celebration of the union. The by-laws as printed were adopted, with an amendment fixing the annual dues at \$25.

The following directors were elected by the members on June 15: To serve until January, 1911—William A. Bancroft, Elmer J. Bliss, James Richard Carter, Edward A. Filene, Frederick P. Fish, George F. Mead, Laurence Minot, Frank A. Noyes, Elwyn G. Preston, Bernard J. Rothwell, James J. Storrow and Frederick Toppin. To serve until January, 1910—Walter C. Baylies, John C. Cobb, George T. Coppins, John H. Fahey, Charles H. Jones, William E. Litchfield, F. H. Murrell, James L. Richards, Joseph B. Russell, A. Shuman and George S. Smith. The directors then elected the following officers: Jas. J. Stowell, president; Bernard J. Rothwell, first vice-president; John C. Cobb, second vice-president; Jas. McKibben, secretary; Daniel D. Morss, treasurer; Ryerson Ritchie, executive director.

It was voted that a journal or bulletin be issued periodically, containing information and matter of interest to the members, and accounts of all meetings of the Chamber, or committees.

The objects of the new Chamber are of the broadest character being no less than "to promote the commercial, industrial, and public interests of Boston and New England; to promote and regulate a commercial exchange in the city of Boston; to acquire, preserve and disseminate business information; to adjust controversies and misunderstandings; to establish and maintain uniformity in com-

mercial usages; and to promote just and equitable principles of trade."

The consolidated body is locally regarded as a notable appreciation of the co-operative spirit, as Boston has heretofore had numerous independent and unrelated organizations. The proposals to unite them was instituted a year ago when 200 business men contributed a "sustaining fund" of \$100,000. In 1908 Ryerson Ritchie was chosen executive director on account of his success in organizing the leading commercial bodies of Cincinnati, Kansas City, Cleveland, Chicago and Detroit.

## CHANGES ON EXCHANGE MEMBERSHIP.

**Chicago.**—Changes in the membership of the Chicago Board of Trade in June, 1909, as reported by Sec'y Geo. F. Stone, are as follows: New Members—Edgar T. Jones, P. R. Curry, Jones E. Henry, Philip S. Arthur, Arthur P. Gonong, David Davis, Martin S. Williams, Walter C. Hoff, Edward J. Tegge, Chas. D. Atwood, Edgar D. Risser. Withdrawn—Est. of E. L. Jones, Walter J. Bush, E. A. Schmidt, H. F. Monroe, W. H. Sterling, Jr., Est. of Jas. P. Sherwin, Fred. K. Horton, Est. of Wm. E. Webbe, Geo. S. Miller, F. F. Babcock, Arthur L. Mills, Wm. E. Webbe, David Oliver, Jr., D. C. Miller.

**Duluth.**—Sec'y Chas. F. Macdonald reports the following changes in June in the membership of the Duluth Board of Trade: Elected to membership—C. E. Mershon of Duluth and Geo. A. Martin of Cleveland, O.; withdrawn—E. A. Vivian.

**Milwaukee.**—Sec'y H. A. Plumb reports the following changes as having taken place in the membership of the Milwaukee Chamber of Commerce in June, 1909: New Members—R. H. Norris, W. D. Anderson, B. L. Simmons, H. D. Metcalfe, C. H. Baerwald, Haas Quentin. Transferred Memberships—W. H. Simpson, Geo. B. Rait, O. Z. Bartlett, deceased; W. E. Waugh, deceased; Oscar Mohr, deceased; A. C. Lingelbach.

**Minneapolis.**—Sec'y J. G. McHugh reports the following list of the new members of the Minneapolis Chamber of Commerce admitted during the month of June, and the names of those who have withdrawn during the same time: New Members—Jos. P. Kelso, Frank C. Tenney, Frank E. Crandall, Louis K. Hull, Peter N. Haag, W. S. McLaughlin, Chris Borgerding, Geo. W. Murfin, R. S. Stephens, W. J. Scott; withdrawn—S. A. Purtell, Walter Fitch, A. C. Von Hagen, H. V. Jones, Paul M. Morris, Otto Doebl, A. C. Riddell.

**New Orleans.**—Sec'y H. S. Herring reports the following new members of the New Orleans Board of Trade elected during June: H. G. Morgan, Jr., grain and feed; L. F. Beauvais, Southern Cotton Oil Co.; Castell & Treffrey, brokers; New Era Milling Co., F. V. Potts, representative.

**Omaha.**—Sec'y F. P. Manchester reports the following admissions to and withdrawals from membership on the Omaha Grain Exchange during June: Elected to membership—S. S. Carlisle and S. P. Mason; withdrawn—W. H. Halliday and G. H. Teter.

**Peoria.**—Sec'y Lofgren reports that J. Y. Mills and W. H. Mills of Mills Bros., grain merchants, have sold their membership in the Peoria Board of Trade, and retired from business July 1.

**Philadelphia.**—Secretary Frank E. Marshall reports that Seymour S. Preston, of the firm of Powell & Preston, dealers in grains and feed, 443 Bourse, has become a member of the Philadelphia Commercial Exchange.

**San Francisco.**—Secretary T. C. Friedlander reports the following new members of the San Francisco Merchants' Exchange and those whom they succeeded for the month of June: Jas. K. Armsby, who succeeded Geo. N. Armsby; E. A. Nickerson, who succeeded J. H. Masterson; Bruce Heathcote, who succeeded A. Kains; F. W. Wallace, who succeeded R. S. Penniman; Frank Albers, who succeeded E. N. Harmon; Moritz Thomsen, who succeeded Ferdinand Salz; S. P. Eastman, who succeeded J. M. Quay.

**St. Louis.**—Sec'y Geo. H. Morgan reports the following parties were admitted to membership in the Merchants' Exchange during the month of June: Henry Roberts, Tekamah, Neb.; H. J. Riddle, St. Louis Grain Co., 125 Chamber of Commerce; W. B. McLemore, McLemore Grain Co., 421 Chamber of Commerce; Otto Kalz, Segrave Kratz Grain Co., 525 Pierce Building; John K. Segrave, Segrave, Kratz Grain Co., 525 Pierce Building; Paul J. Balz, Balz-McBride Cooperage Co., Bank of Commerce Building; A. J. Jorg, 740 Frisco Building; John E. Marshall, Marshall-Sikes-McMullen Grain Co., Sikeston, Mo. The following names have been dropped from list of members: Robert Pringle, W. T. Hilliar, A. F. Meyer, Chas. E. Giraldin, John C. Shofner and H. J. Connor.

Walter Fickett, for years a leading business man of Portland, Me., died at his home in that city on June 24, aged nearly 59 years. For many years he was engaged in the grain business at Stroudwater (now a part of Portland), running the old tide-water mill and store in connection with it. He was prominent in city politics, and a member of several fraternal societies. He is survived by his wife, two sons and two brothers.

## HAY AND STRAW

York County, Pa., has a light hay crop this season.

The town of Metz, Mo., claims to be the banner hay town of its size in the state.

The bluegrass seed harvest in the vicinity of Richmond, Ky., was a large one.

An alfalfa mill will be established at Frederick, Okla., by A. P. Hughes of Plano, Texas.

J. C. Coffin will put up an alfalfa mill at Twin Falls, Idaho, if assured of 60 tons of alfalfa per day from the ranchers.

The Hutchinson Alfalfa Products Company of Hutchinson, Kan., is enlarging its plant and installing a lot of new machinery.

Farmers near Hallock, Minn., report the best hay crop since 1902. From three to four tons per acre of clover and timothy is predicted.

The hay press of S. Merrell & Co., with 10 car loads of hay, was destroyed by fire, at Meadville, Pa., on June 19, at a loss of \$7,500.

Rhode Island is among the states that are rejoicing over a bumper hay crop. Hay is this state's most valuable agricultural product.

The Hopkins, Hough & Merrell Company has been incorporated at Branchville, N. J., to deal in hay, grain, feed, produce, etc. The capital stock is \$30,000.

The Consolidated Alfalfa Milling Company is erecting an alfalfa mill at Cottonwood Falls, Kan., the third mill it has put up in that county this season.

The Jersey Meadow Hay Company has been incorporated at Norwood, N. J., by W. S. Meeks, William W. Ulman and W. F. Brown. The capital stock is \$10,000.

E. B. Townsend of the Everett (Wash.) Flour Mill Company and others have bought the interests and business of the Skagit Hay and Grain Company at Bellingham, Wash., and formed a new company.

The alfalfa crop in the section of country adjacent to Newark, Ark., is the best ever known in the history of that section. The second crop has been harvested. Hay, also, promises to break all records this year.

The Artesian Valley Alfalfa Mill at Fowler, Kan., has contracted for the entire output of the plant for the next 12 months, which means that it is expected to deliver at Hutchinson 4,000 tons or more during that period.

A sample of alfalfa was on exhibit in an office in the Grain Exchange at Winnipeg, Man., that was pulled on June 5 on a farm at Manitou, Man., and that measured 12½ inches above ground, with a root over 24 inches long. This means three cuttings for the season.

Wisconsin's hay crop this year will be one of the greatest that state has ever known, if present indications hold out. The alfalfa yield also will be astonishing. At the University farm one crop, averaging 1½ tons per acre, has been harvested and three more are expected from the same field.

The Marysville (Kan.) Alfalfa Milling Company is erecting at that town a \$15,000-plant, to have a capacity of 20 tons a day and arranged in such a manner that the capacity can be doubled at small additional expense. The building will occupy a space of 36x132 feet, and part of it will be three stories high. The plant is expected to be turning out alfalfa meal by September 1.

The new alfalfa feed mill of the M. C. Peters Mill Company at Omaha, Neb., which is being built to replace the one destroyed by fire in May, will be of concrete, fireproof construction. The plant will consist of mill, elevator and warehouse, and will represent an outlay of \$100,000. The capacity will be double that of the old plant, the annual output being 2,000 cars. This is said to be the largest plant in the country for the manufacture of alfalfa meal. It is expected that the new mill will be ready to operate September 1.

### HAY CONVENTION COMMITTEES.

Three committees appointed by President Niezer of the National Hay Association for the Cedar Point convention are as follows:

Entertainment—Ed. Culver, chairman, Toledo, O.; T. D. Heathfield, Boston, Mass.; A. F. Leonhardt, New Orleans, La.; Martin Mullally, St. Louis, Mo.; Fred Mayer, Toledo, O.

Ladies' Reception—Mrs. Joseph McCord, chairman, Columbus, O.; Mrs. E. M. Wasmuth, Roanoke, Ind.; Mrs. George A. Hax, Baltimore, Md.

Reception for Speakers—H. S. Grimes, chairman, Portsmouth, O.; Jas. W. Sale, Bluffton, Ind.; Chas. J. Austin, New York, N. Y.

The growing hay crop has been investigated by W. D. Power & Co., New York, who summarize a report by saying: "After making a thorough investigation of the reports to us, it is our opin-

ion that the 1909 crop will be of very little, if any, improvement over that of 1908. While the percentage of clover and clover mixed will be somewhat less, the hay will contain a much larger percentage of weeds and other foul matter."

### NEW EXCHANGE AT ST. PAUL.

The hay and grain dealers at St. Paul have come to a disagreement, and on June 30 a majority of the dealers withdrew from the St. Paul Board of Trade and established a Hay and Grain Board of Trade, with offices in the Gilfillan block. The new organization has been in operation since July 1, the members meeting every noon to make the hay and grain market. The St. Paul Board of Trade will continue in business. The following are the officers of the new Board: President, Frank Brings; vice-president, C. F. Hubbard; treasurer, J. A. Tierney; secretary, W. H. Jones.

### FEATURES OF THE HAY CONVENTION.

Gov. Judson Harmon, of Ohio, will make the welcome address at the sixteenth annual meeting of The National Hay Association, which is to be held at the Hotel "Breakers," Cedar Point, O., on July 27-29. Governor Harmon is one of the great men of this country—great as a railroad lawyer and as a railroad operator, and great as a politician and statesman, and withal is an entertaining and instructive speaker. No hay or grain shipper who can conveniently attend the convention should fail to be at this meeting.

Congressman Ansberry, also of Ohio, will address the convention on "Deep Waterways," and Mr. McClure, of the Agricultural Department, will make an address on the "Market Value of Different Kinds of Hay." He will illustrate the text with lantern slides, having had special slides made for this occasion.

The question of grades and the disposal of the "Hay Rate Case" also will come up for discussion at the convention, and every one interested should be on hand and see that these most vital questions of the hay trade are disposed of to the interest of every one concerned.

### NEW MEMBERS NATIONAL HAY ASSOCIATION

The following is the list of members who have joined the National Hay Association since the annual report was published: Price & Price, Galion, O.; Davidson & Owen, Grover Hill, O.; U. S. Abshire, Honey Creek, Ind.; G. W. Van Ripper, So. Rockwood, Ill.; F. D. Brandt, Van Wert, O.; J. M. Williams Co., Memphis, Tenn.; Kendrick-Roan Grain & Elevator Co., Nashville, Tenn.; Paul Coleman, Paulding, O.; W. H. Lilley, Jefferson, O.; D. H. Richardson, St. James, O.; S. W. Bowne Co., Brooklyn, N. Y.; Georgia Brokerage Co., Atlanta, Ga.; Van Etten Produce Co., Van Etten, N. Y.; H. A. Brown, St. Peters, Ill.; The Jamison-Conger Grain & Produce Co., Trinidad, Colo.; Ferdinand Maier, Wilkesbarre, Pa.; Floyd Burlington, Marceline, Mich.; Edward J. Gage, Greenville, S. C.; F. C. Ayres Mercantile Co., Denver, Colo.; Howard S. Rickerson, New York, N. Y.; R. D. Holloway, Newport News, Va.; Franklin Feed Stores, New York, N. Y.; W. W. Dempster, Providence, R. I.; John Holden, Yale, Mich.; C. M. Horst, Hagerstown, Md.; Adams Bros. Payne Co., Lynchburg, Va.; Galbraith, Bacon & Co., Seattle, Wash.; T. H. Bunch Co., Little Rock, Ark.; Sherman Hart, Hicksville, O.; Wyalusing Hay Co., Wyalusing, Pa.; G. W. Haxton & Son, Oakfield, N. Y.; E. C. Whelden, Providence, R. I.; A. A. Ducharme, Boston, Mass.; Martin Dawson, Ypsilanti, Mich.; Bad Axe Grain Co., Bad Axe, Mich.; H. L. Hunt, Ramsey, Ill.; Coleman Dunn, Clearbrook, Va.; G. W. Gardner, Bloomingburg, O.; The Clark Grain & Hay Co., Pittsburgh, Pa.; City Supply Co., Carrollton, Ga.

### HAY PRODUCERS BULLETIN.

The value of market hay is the subject of Farmers' Bulletin 362, from the Department of Agriculture. It may tend to overcome certain prejudices existing in some localities against the growing of hays well adapted for those localities, says the Indiana Farmer, and on the other hand to destroy false ideas regarding the economy in raising other species.

At the present time there is considerable confusion and misunderstanding regarding the value of the different kinds and grades of market hay. The producer many times does not know what the market requires in regard to purity, or freedom from volunteer grasses, weeds, etc., and quality which depends on methods of cutting, curing and baling. The feeders' ideas concerning the real feeding value of certain kinds of hay are often very erroneous. As a result of these misunderstandings both feeder and producer lose money. Legume hay does not sell well in most markets, primarily because many horse feeders have not yet learned the value of clover or alfalfa hay. A proper understanding of the value of these hays on the part of the feeders would be an enormous benefit to the whole hay industry, and would result in much greater farm fertility. The farmer

must certainly consider not only the cost of production, or growing, curing, baling and marketing, but the effect of hay cropping upon the fertility of his soil.

There is a vast difference in the amount of plant food contained in different kinds of hay plants. For example, one ton of timothy hay contains, on an average 20 pounds of nitrogen, 10 pounds of phosphorus and 28 pounds of potassium. If bought in the form of a commercial fertilizer, nitrogen is worth 20 cents a pound and the other two elements are valued at 5 cents per pound. On this basis the fertilizing value of a ton of timothy hay will amount to \$5.90 or \$6 in round numbers. Clover hay contains, on an average, 40 pounds of nitrogen, 8 pounds of phosphorus, and 40 pounds of potassium, to the ton, making its fertilizing value amount to \$10.40.

### NATIONAL HAY ASSOCIATION PROGRAMME.

Tuesday, July 27, 1909. Opening session, 10:00 a. m.; C. G. Egly, Berne, Ind., Sergeant-at-Arms—Convention called to order by President Maurice Niezer; invocation, by Rev. W. F. Murphy, Sandusky; address of welcome, by Gov. Judson Harmon, Columbus; response in behalf of National Hay Association, by Maurice Niezer, Ft. Wayne, Ind.; Memorial address, by W. H. Robinson, Greenspring, O.; Appointment of Committees.

#### AFTERNOON SESSION, 1:30.

Reading Minutes of 1908 Convention, by P. E. Goodrich, Secretary.

Report of Board of Directors, by President Maurice Niezer.

Paper, "Inspection and Grades," Jos. Timmons, Kenton, O.

Report of Committee on Grades, by C. T. Pierce, Van Wert, O.

Report of Committee on Inter-State Commerce, by E. B. Hodges, Norfolk, Va.

Report of Committee on Legislation, by H. L. Elliott, Minneapolis, Minn.

Address, "Abuses of the Transportation Companies," by C. H. Bates, Boston, Mass.

Report of Committee on Terminal Facilities, by E. A. Dillenbeck, New York, N. Y.

#### WEDNESDAY, JULY 28, MORNING SESSION, 9:30 A. M.

Report of Committee on Statistics, by T. P. Riddle, Ft. Wayne, Ind.

Address, "Deep Waterways," by Congressman T. T. Ansberry, Defiance, O.

Report of Committee on Cipher Code, by Harry Kress, Piqua, O.

Report of Committee on Quotations, by J. A. A. Geidel, Pittsburgh, Pa.

Report of Committee on Conservation of Natural Resources, by C. J. Austin, New York, N. Y.

Report of Committee on Standard Bales, by A. T. Weaver, Chicago, Ills.

Report of Committee on Standard Hay Press, by P. C. Southwick, Sandwich, Ill.

#### AFTERNOON SESSION, 1:30.

Report of Committee on Arbitration, by E. M. Wasmuth, Chairman, Roanoke, Ind.

Report of Committee on Transportation, by C. E. Noyes, Jackson, Mich.

Report of Special Committee on Revision of Constitution and By-Laws, by Chas. England, Baltimore, Md.

Report of Special Committee on Revision of Arbitration Rules, by E. M. Wasmuth, Chairman, Roanoke, Ind.

Report of Committee on Revision of Trade Rules, by C. H. Tingley, Bellefontaine, O.

Stereopticon Address. "The Distribution of the Hay Crop," by H. B. McClure, Scientific Asst., Washington, D. C.

#### THURSDAY, JULY 29, MORNING SESSION, 9:30 A. M.

Report of Committee on Demurrage and Reciprocal Demurrage, by C. S. Bash, Fort Wayne, Ind.

Address, "Traffic," by J. C. Lincoln, T. M., St. Louis, Mo.

Report of Chairman of State Vice-Presidents, by H. H. Driggs, Toledo, O.

Report of Committee on Board of Directors' Report.

Report of Committee on Resolutions.

Unfinished Business.

Report of Committee on Nominations.

Installation of Officers.

Adjournment Sine Die.

#### ENTERTAINMENT PROGRAM.

Boat ride on one of the companies steamers, Tuesday afternoon, 2:30, with a visit to Johnson Island, one of the historic spots on the Great Lakes, for the ladies.

Tuesday evening, 8:00 o'clock, theater party for members and their friends.

Wednesday, 3:00 to 5:30 p. m., reception for the ladies in the parlors of The Breakers.

Wednesday evening, ball in the Pavilion, 8:00 to 12 midnight.

Thursday morning, 9:30 to 12 o'clock, trip for the ladies through the Lagoons.

The official membership or visitors' badges will admit any member or guest to any of the above entertainments.

## TRANSPORTATION

The Lehigh Valley has agreed to furnish grain doors for bulk shipments, or make an allowance therefor.

Michigan shippers generally oppose the proposed "Uniform Demurrage Code" and want the "average" plan substituted.

Bulkhead shipments of grain, milling by-products and seeds by rail have been authorized by the Oklahoma Corporation Board, not more than one-third of the car to be grain.

The new legal rates in Kansas are now effective, which in effect reduce grain rates about  $2\frac{1}{2}$ c. per cwt. from the western part of the state, but not east of the sixth principal meridian.

The S. P. Ry., having given notice of an intention to withdraw the milling-in-transit privilege from the rice mills of Houston, Texas, the latter will appeal to the Railroad Commission for relief.

The North Dakota Railroad Commission is revising its rules relating to grain elevators to conform to the new laws of the state; and will promulgate a new form of warehouse receipt for grain in store.

The lake-and-rail rate case recently argued by representatives of the Minneapolis millers, Chicago Board of Trade, etc., at the request of Eastern millers, has been reopened for evidence by all parties concerned.

Advances ranging from  $\frac{3}{4}$  to  $1\frac{1}{2}$ c. per bu. in ocean freights on wheat were made at the various Atlantic ports and at Montreal on June 25. The bulk of the engagements were for September loading, most of them for the first half of the month. Some little chartering was also done for the last half of August.

### CHANGE IN SHIPPING RULES.

The following amendments to the Oklahoma grain tariff have been issued by the State Corporation Commission, effective July 5:

Shipments which have been accorded milling-in-transit privileges and moving to final destination travel a distance in excess of 450 miles where the shortest possible route from point of origin to such final destination does not exceed 450 miles, shall be assessed a charge of five mills per ton per mile for each mile hauled in excess of 450 miles. This charge will be assessed in addition to the regular rate.

Coarse grains, consisting of barley, corn, kaffir corn, oats, rye and wheat, may be shipped in mixed carloads, sacked or in bulk, at the highest rate, and minimum weight applicable on any commodity contained in the car; provided, if shipped in bulk, bulkheads or partitions shall be provided by or at the expense of the shipper, and such shipments shall be at owners' risk of mixing.

Carriers must route shipments so that the lowest rates that can be made via any line or lines shall be applied, unless shipper specifically directs, in writing, a different route and states therein that the higher rate shall be applied for movement via that route; except, that where two or more routes are available between point of origin and destination, and shipper does not specifically designate either of said routes, the originating line may route shipment over either of said routes, applying the lowest rate applicable via any of said routes. The mere delivery of a shipment at point of origin to other than the short line shall not be considered as specifying such route at the higher rate.

### SHIPPER SUFFERS BY MISQUOTATION OF THE RATE.

Admitting that a firm which shipped 50,000 bushels of wheat from Duluth for export was misinformed as to freight rates and had every right to rely on the information given by the railroad agents, the Interstate Commerce Commission rendered a decision yesterday in which it declares it is powerless to give the shipper relief, says a Washington telegram of June 29.

The firm which is found to be entitled to damages, but can not get them, is the Ames-Brooks Company of Duluth. About June 1, 1908, they shipped 50,000 bushels of wheat by steamer to Ogdensburg, N. Y. At the time of shipment, the final destination of the grain had not been determined upon. While it was on the water the grain firm's agent in Boston made a contract for its export, and asked the Boston & Maine for a rate from Ogdensburg to the coast.

The Boston & Maine, in conjunction with the Rutland Railroad, quoted a rate of  $3\frac{1}{2}$ c. "at and east of Ogdensburg." The Rutland has an elevator at Ogdensburg, but up to a short time before had been elevating grain from ship to train without charge. The Ames-Brooks company secured a signed contract for the  $3\frac{1}{2}$ -cent rate and understood that it was to include elevation. When the freight charge was made, however, a charge of one-half cent per bushel was added for the elevator charge.

Now the Interstate Commerce Commission finds that the Ames-Brooks Company had every reason to

believe that  $3\frac{1}{2}$  cents was the entire rate, but it finds also that the added one-half cent was a regular charge. Therefore it cannot order a refund to the Minnesota company without being guilty of rebating.

"The agent of the complainant had every reason to believe that the established rate would include the elevation service," said the Commission, "and it demands that the elevation charges collected by the defendants should be repaid. The statute, however, requires carriers to publish their tariffs and adhere to them. In the enforcement of this statement the Commission has no decision. If it were to hold that this sum should be repaid, its order could not be enforced."

### WHAT CLAIM PAPERS AND CARRIER MAY RETAIN.

J. C. Lincoln, Commissioner of the St. Louis Merchants' Exchange Traffic Bureau, addressed the following letter to Franklin K. Lane, of the Interstate Commerce Commission:

"A short time ago one of our members filed claims against one of our St. Louis lines for loss of grain.

"When the investigation was completed the carrier gave notice to members that investigation developed that the shipment went through to destination in the original car, that there was no apparent leakage, and claim was declined.

"Claimants' papers, which consisted of the original expense bill, certificate of weight issued at point of origin, certificate of weight issued at destination and statement of the loss were retained by the carrier. Upon a demand being made by claimant for his original papers, claimant was advised they were forbidden by the Interstate Commerce Commission to return any of the papers, and reference is given to a communication over your signature, under date of January 9, 1909, reading as follows:

"It is the position of the Commission that correspondence to claims once submitted to a railroad company become a part of the record and memoranda of such railroad company and within the operation of that portion of the act to regulate commerce which prohibits the destruction, mutilation, alteration or falsification in any manner of the records of any account, record or memoranda. By reference to the law you will find that there is a personal penalty for falsification or alteration of the records of a railroad company."

"I cannot but believe that the construction placed upon your communication is in error, but it is evident that the communication referred to is being distributed among the railroads, as while I was in Chicago my attention was there called to the matter.

"I can fully understand why, particularly on loss and damage claims, all investigation papers accumulated by the carriers while papers are in its possession, showing their investigation, should be retained as a part of the railroad records, and in the event claim is paid then the original documents supplied by claimants should likewise be retained; but where a claim is declined, then I believe the claimant is entitled to his original paper, for such papers form proof of his allegation and would be necessary in any other proceedings, either before your honorable commission or by civil action.

"If I am correct in my understanding, would it not be well to have the construction placed upon your communication of January 9 removed and carriers advised where claims are unadjusted and demand is made by claimant for their original papers they are entitled to same?"

In reply, Commissioner Lane points out what papers may be retained by the railroad after claims have been filed:

"I am in receipt of your letter of March 31, relative to the refusal of a railroad company to return certain papers belonging to one of your clients.

"According to your letter, one of your clients filed claim against a carrier for loss of grain. With this claim he filed original expense bill, certificate of weight issued at point of origin, certificate of weight issued at destination, and statement of the overcharge. The claim was declined by the carrier. The carrier has refused to return the papers by which your client must prove his claim if he is to sue. This refusal is said to be in accordance with the instructions of the Commission.

"It is the position of the Commission that correspondence relative to claims addressed to a railroad company and all memoranda relative to claims made by the railroad company become part of the records and memoranda of such railroad and come within the operation of that portion of the act to regulate commerce which prohibits the destruction, mutilation, alteration or falsification in any manner of such records. The correspondence addressed by the claimant to the railroad company should be kept by the railroad company in its files, regardless of the disposition made of the claim. Such papers, however, as expense bills, certificates of weight, etc., are not within this ruling and may fairly be regarded as the property of the claimant, to the return of which he is entitled."

## COMMISSION

Selden F. White has become associated with Logan & Bryan of Chicago.

M. L. Williams, of Lincoln, Neb., has opened a grain office at Louisville, Neb.

The Dazy-Moore Grain Co. of Fort Worth, Tex., has purchased a membership in the Wichita Board of Trade.

The Simonds-Shields Grain Co., of Kansas City, Mo., has opened an office at Wichita, Kan., in charge of E. M. Elkin.

Geo. E. Marcy, head of the Armour Grain Co., Chicago, has purchased a membership on the Kansas City Board of Trade.

George Koch has bought a membership on the Wichita Board of Trade, Wichita, Kan., and opened an office in the Sedgwick Building.

Paul Kuhn has purchased the Bartlett interests in the grain and hay firm of Bartlett, Kuhn & Co. at Evansville, Ind., and the firm will hereafter be known as Paul Kuhn & Company.

R. G. Chandler, of the firm of Hulburd, Warren & Chandler, Chicago, returned recently from a two-months' trip in Europe. The greater part of the time was spent visiting England, France, Germany and other parts of the continent.

The W. C. Albertson Company of Chicago, Ill., has been incorporated, with a capital stock of \$5,000 to do a general commission business in grain, provisions, stock and bonds. The incorporators are William C. Albertson, Stuart McMunn and Frank D. Spaulding.

T. M. McCord & Co., of Minneapolis, Minn., have filed amended articles of incorporation to deal in grain, seeds, cereals, farm produce and operate grain elevators. The capital stock is \$50,000. The incorporators are Thos. H. and Harold D. McCord, and Arthur E. Cobb, all of Minneapolis.

E. L. Waggoner, well known in Western grain circles, who has been out of the grain business for some time, recently formed a connection with W. L. Green Commission Co., of St. Louis. He will have charge of the milling wheat and the grain receiving and shipping end of the business.

Ware & Leland of Chicago have taken over the entire business of the Siebens Grain Co. of Decatur, Ill. The firm now has offices of its own in both Decatur and Clinton. Herbert Muthersbaugh and J. E. Quigley will be connected with the firm and I. D. Hough, of Chicago, will be district manager.

The Chicago Board of Trade's annual base ball game will take place on July 31. The game this year will be between the Chicago Board of Trade and the Chicago Bankers' Base Ball League, at the American League Park, Wentworth Avenue and Thirty-ninth Street. The gross proceeds go to the children's charities.

The July calendar comes to us this month from the Gale Bros. Co. of Cincinnati, Ohio, with another copy of a picture by "Gutman." It is called "First Aid," and is a typical July 4th picture, as it shows a little brother bandaging his sister's doll which has been wounded in the carnage, evidences of which are scattered about.

Samuel E. Baker, financial manager of Bartlett, Patten & Co., Chicago, has resigned his position to engage in a land enterprise with his son in Idaho. He has been with the firm about twenty-two years. He is succeeded by Stewart L. Moore, formerly with the stock department of Bartlett, Frazier & Carrington at Chicago, and at New York later with Finley Barrell & Co.

John Dickinson of the firm of John Dickinson & Co., of Chicago, which failed several weeks ago, is to be brought before the directors of the Chicago Board of Trade on charges of dishonorable conduct which imply expulsion if proved. A special committee of the Board has been collecting evidence to be used in a hearing of the charges. Mr. Dickinson is said to be living in luxury in Paris and has kept out of communication with his creditors.

Owing to the death of William Moschel and the retirement of E. Roberts, the grain commission firm of Roberts, Mosiman & Moschel, of Peoria, Ill., has been reorganized and is now composed of Samuel Mosiman, H. G. Dodds and E. M. Moschel, the firm name being Mosiman Grain Company. Samuel Mosiman continues as manager of the Peoria office and the company's ten country stations will be managed under the name of Moschel, Dodds & Co.

J. H. Dole & Co., grain merchants at 26 La Salle Street, Chicago, have secured the services of L. L. Drury of Estherville, Iowa, to represent them as traveling solicitor in Minnesota and Dakota. Mr. Drury has had ample experience in the grain trade, having for many years operated country grain elevators and also was for several years assistant cashier of the state bank of Estherville. He has a wide circle of friends in the grain trade who will be pleased to know that he has connected himself with one of the oldest grain receiving commission houses on the Chicago Board of Trade.

## FIRES-CASUALTIES

Fire destroyed the Royal Elevator at Minot, N. D., about the middle of last month.

F. P. Seeger's elevator at Marietta, Minn., was damaged by lightning on June 30.

The Farmers' Elevator at Richwood, Wis., was destroyed by fire on July 2, at a loss of \$8,000; insurance, \$2,500.

Damage was done by lightning to the elevator of the McCaul-Webster Elevator Co., at Walthill, Neb., on the 21st of June.

At Wolf, Ill., on June 24, the elevator owned by Hersten & Smiley, of Plainfield, Ill., was slightly damaged by lightning.

Wyeth & Hardin's elevator at Fair Grange, Ill., was struck by lightning on June 12, but escaped with only a damaged roof.

At Volin, S. D., on June 20, during a severe electric storm, the Farmers' Elevator was struck by lightning, but not seriously damaged.

E. E. Sherman's grain elevator at Allegan, Mich., was destroyed by fire on July 7. The loss was \$25,000. Other buildings were damaged.

The grain elevator at Augusta, Wis., owned by the Wisconsin Elevator Co., was burned down on July 3. The loss was fully covered by insurance.

Fire of unknown cause destroyed the elevator of the Brownville Elevator Co., at Brownville, Mo., on June 25. The insurance carried amounted to \$1,800.

Fire, caused by lightning, completely destroyed the Michigan Central Elevator at Cassopolis, Mich., on July 2. The loss on building and contents is estimated at \$10,000.

The Boonville (Mo.) Elevator Co. lost its elevator by fire on June 25. The loss, together with the damage sustained by an electric light and power company, amounted to \$8,000.

Fire broke out in the elevator of the Northern Elevator Company at Arcola, Saskatchewan, Can., on June 16, but was soon put out. Five cars of wheat were badly soaked with water.

William Seckow's elevator at Trafalgar, Ind., was burned down on July 3. It contained 1,500 bushels of corn. The fire was caused by spontaneous combustion in the hay in a neighboring barn.

The Sioux City Seed and Nursery Co.'s elevator at Millington, Mich., was wrecked on July 5 by a Michigan Central freight train, which left the rails when the flange on a car wheel broke.

The elevator at Morton, Minn., owned by the Security Elevator Co. of Minneapolis and leased to the Morton Merchant Milling Co. of Morton, was destroyed by fire on July 3. The loss is put at \$5,000.

During a severe thunderstorm on June 26, Anderson's elevator at Estherville, Iowa, was struck by lightning and took fire, but the down-pour of rain extinguished it before the arrival of the fire company.

The hay and grain elevator at Englewood, Chicago, Ill., owned by A. F. Walthier, burned down on June 21, at a loss of \$110,000. The fire presumably started from an explosion of grain dust in the elevator.

The Alma Alfalfa Mills at Alma, Mich., were totally destroyed by fire, on the morning of July 4, probably caused by spontaneous combustion. The owner of the mills is the Kansas City Hay Co. The loss is \$8,000, partly insured.

The Barnard, Kan., Farmers' Elevator was struck by lightning, June 9, and burned to the ground. It contained 2,600 bushels of wheat. The estimated loss was \$6,000, with some insurance. The elevator had a sheet metal exterior and was considered absolutely fireproof.

Bottineau County, N. D., was visited by a severe wind storm on the night of July 1, thousands of dollars' worth of property being destroyed and several persons injured. At Omemee, one of the points where the storm was severest, the Northland Elevator was completely wrecked and the Farmers' Elevator damaged beyond repair.

On June 25, Mesa City, Ariz., was visited by a fire that caused a loss of about \$25,000. The fire started in the hay warehouse owned by O. S. Stappley & Co., valued at \$3,000 which was insured for \$1,500. The contents belonged to A. J. Peters & Co., of Temple, and were said to have been valued at about \$5,000 and insured for \$2,500.

The Esmond (N. D.) Farmers' Elevator Co. had a unique fire experience on June 15. Lightning struck the elevator, causing a fire, which was checked by means of a coat until a fire extinguisher could be procured. The company asked \$5 for damage done to the coat, which is being paid by the Millers' National Insurance Co., of Chicago, Ill.

Fire started in Elevator B of the Chicago, Milwaukee and St. Paul road at Milwaukee, Wis., on June 5, caused by the spontaneous combustion of damp grain bought there from the Patton Elevator at Chicago, almost totally destroyed by fire recently. As the fire was discovered at its inception by the

watchman, but little damage was done, only amounting to \$200.

Michael Spillane, employed at the warehouse of Smith, Northam & Co., at Hartford, Conn., was killed on June 17, while at work at the grain elevator unloading cars of grain. In releasing a car brake, he was thrown to the ground by the recoil, falling on the track and being run over by two empty cars. He died half an hour later.

Kankakee, Ill., suffered a disastrous fire on June 30, when the White Rumsey Transfer Elevator burned to the ground, together with about 100,000 bushels of grain, mostly corn. The elevator was built about three years ago at a cost of \$60,000, and had a capacity of 140,000 bushels. The total loss is estimated at \$137,000, and the insurance carried was \$50,000.

A dust explosion in H. E. Gage's elevator at Hurd, N. D., on June 22, wrecked the building and caused it to catch fire. Mr. Gage was thrown several feet by the explosion and painfully burned about the hands. About 3,000 bushels of grain were in the elevator. The building and contents were insured, but the loss above and beyond the insurance is considerable.

The grain and feed exchange at Scottsburg, Ind., owned by Warren A. Smith & Son, was totally destroyed by fire on the morning of June 30, supposed to have been of incendiary origin. The loss was over \$15,000, with very little insurance. This is the third fire loss sustained by Mr. Smith during the last eight months, the total loss amounting to between \$40,000 and \$50,000.

The H. E. Hill Elevator at Larned, Kan., was totally destroyed by fire on June 27. The cause of the fire is unknown, but incendiarism is suspected. The building contained no grain, as it was undergoing repairs, but \$200 worth of lumber, tools, etc., were in it. The loss on the elevator, machinery and office totaled over \$7,000, with about \$4,000 insurance. Mr. Hill will rebuild at once.

An end of the Long Elevator at Mandan, N. D., gave way, on July 9, with a loud report. Thousands of bushels of wheat were scattered on the ground and damage sustained by the building amounting to thousands of dollars. The body of a man was found buried under the wheat, crushed to death by its weight. A card on his person showed his name to be J. Kelly, on his way from Duluth to Richardson, N. D.

The grain elevator and office of Becker Bros. at Saginaw, Mich., were burned to the ground on June 15, the fire being the supposed work of an incendiary. The elevator contained a large stock of grain, flour, feed and a new shipment of stock food. New machinery had just been installed and this also was totally destroyed. The loss is estimated at \$10,000 or over, with only \$5,000 insurance. The elevator will probably be rebuilt.

Sixteen grain trimmers were imprisoned for four hours, and narrowly escaped death, on the steamship "Lake Manitoba" at Montreal, Quebec, on June 23. They were working some distance from a hatch, when grain poured in, filling up around the hatch. Nothing was known of the accident until the men failed to show up for supper, when speedy efforts were made for their release. They were found clustered about an air shaft, unhurt.

The Duffy Elevator at Leavenworth, Kan., was utterly destroyed by fire on June 11, together with an adjacent bag factory recently purchased by the Duffy estate. It is thought the fire originated in the latter building and spread to the elevator through an overhead passageway connecting them. The buildings were valued at \$20,000 and about \$13,000 insurance was carried. Very little hay and grain was on hand at the time of the fire. The Collins-Legler Elevator, across the street from the Duffy Elevator, caught fire from the heat, but it was saved by quick action.

Thomas C. Dick of McPherson is with J. Sidney Smith & Son of Kansas City as manager of the Parker line of elevators on the Santa Fe, Florence and Ellenwood line.

S. L. Knapp, formerly of Pomona, Kan., has removed to Argonia, that state, to take charge of the elevator of the Kelly Bros. Grain Co. of Wichita. He succeeds J. S. Hamilton.

William J. Young, senior member of the firm of William J. Young & Co., the pioneer grain dealers of Hanover, Pa., reached his seventy-first milestone last month. A family reunion was held in honor of the event.

Captain C. C. Gray, one of the most prominent citizens of Bay St. Louis, Miss., and secretary of the Bay Grain Co., was stabbed and seriously wounded in an encounter with a burglar at his residence recently. The wound was serious but not fatal.

J. Z. Smith, a grain dealer at Walla Walla, Wash., with the Kerr-Gifford Co., was mysteriously assaulted while working late at his office one night last month. The assault is thought to have been committed by a man detected in an attempted robbery by Mr. Smith. He is now improving.

## IN THE COURTS

Involuntary petition in bankruptcy was filed at Buffalo on June 27 against the Thos. R. Levis Co. of Rochester, dealers in grain, etc.; claims, \$1,383.12.

The W. U. Tel. Co. has been indicted at Cincinnati on a charge of facilitating the work of alleged bucketshops by transmitting buying and selling orders and money over its wires.

C. B. Gaunt has begun action at Wichita, Kan., against H. B. Dorsey, as secretary of the Texas Grain Dealers' Association, for \$20,000 damages on account of certain official publications by him.

Asa Hatheway of Ridge Farm, Ill., pleaded guilty at Danville on June 27 to embezzlement from the National Elevator Co. of Indianapolis; and was sentenced to the Chester prison for one to ten years.

The Josey Miller Grain Co. began suit at Beaumont, Texas, on June 26, against Hill & Webb of McKinney for damages, charging that the defendants had sold a car of corn to plaintiffs for \$745.71 that was not up to guarantee.

The Star Grain and Lumber Co. has been awarded damages in the District Court at Topeka, Kan., for \$816 (amount sued for, \$4,475.61), the complaint being that the Santa Fe R. R. had failed to furnish grain cars at the company's various elevators when called for.

Judge Going of the Municipal Court of Chicago, on June 13, declared the Chicago Board of Trade "indemnity" deals illegal, on the ground that they are equivalent to "puts and calls," which are outlawed by statute. The decision was rendered in the case of Merchants' Grain Company against A. H. Parson and A. C. Wendell, an action to recover \$5,123 commission.

Suit was begun at Kansas City on June 15 by the Russell Grain Co. against James N. Russell, administrator for the estate of Thomas W. Russell, for the possession of a certificate of membership in the Board of Trade in Kansas City, Mo. The question involved in the case is whether the membership belongs to the Grain Company or to the estate. Thomas W. Russell was one of the founders of the Board of Trade, and it was in his name that the certificate was made out. The Russell Grain Co. claims, however, that it was made to him as agent for the company.

At a meeting of the creditors of A. Klyce & Co., grain dealers and elevator operators at Dyersburg, Tenn., held at Memphis on June 21, a compromise was offered to pay 40 per cent of the unsecured claims and the secured claims dollar for dollar. The bankrupt firm intends to resume business. The failure was for nearly \$25,000. The referee has now about \$8,000 cash on hand, and Mr. Klyce will be able to raise \$20,000 more. The unsecured creditors, according to the terms of the agreement, are to receive 25 per cent of their claims at once. The secured creditors will allow the firm a year in which to make a settlement.

The case of Stockbridge Elevator Co. of Jackson, Mich., vs. Robert Booth of Dryden, who sued to recover for the loss of \$105.98 on a car of rye which misgraded, was decided at Lapeer before a jury in justice court in favor of the Stockbridge Elevator Co. and was carried to the Circuit Court by the shipper. After being tried in Circuit Court, the case was taken from the jury by the judge, who directed a verdict again in favor of the Stockbridge Elevator Co. This decision gives plaintiff (Stockbridge Elevator Co.) not only the amount sued for, but also allows them \$44.50 extra for cost of depositions, witness fees, jury charges and \$18.25 for interest, being \$62.75 more than the claim, or a total of \$168.74, which defendant will have to pay in addition to his attorney's fee.

## KANSAS ARBITRATION AWARD.

The Hoffman Elevator Co., plaintiff, vs. J. E. Gall Commission Co., defendant.—This is a controversy wherein the plaintiff, the Hoffman Elevator Co., of Enterprise, Kans., bought of the defendant, the J. E. Gall Commission Co., Topeka, Kans., 5,000 bu. of No. 2 hard wheat to be country run, basis \$1.04 delivered Kansas City, destination weights and grades (lower grades to be applied at 1c scale for No. 3s), 10 days' shipment via A. T. & S. F. R. R., confirmations having been exchanged in regular form, and one car shipped, same being No. 26815 A. T. containing 1,318 bushels.

The defendant company defaulted and did not complete shipments on contract, but an extension of time was granted; and the papers of both plaintiff and defendant show that on February 10 the plaintiff accepted cancellation of the balance of the contract on basis of 2½c per bu., and requested that the defendant send check for the amount of \$95 and said defendant complied with these terms and sent check as requested. However, it also appears that said plaintiff rescinded his action in cancellation of this sale and returned check on the following day,

February 11, and that said defendant acknowledged receipt of said check.

From the evidence furnished your committee both by papers and by verbal statements of plaintiff and defendant, it appears that both parties had a different understanding of the telephone conversation said to have taken place on February 11, relative to recalling cancellation of contract as aforesaid, as the plaintiff claimed that in returning the check for \$95 it was understood by both parties that sale was not cancelled.

After listening to evidence given by both parties in the hearing held at Topeka on May 22, 1909, your committee decided that the contestants had erred in their understanding of requirements of rule 8 of this Association with respect to incomplete delivery and have decided in justice to both parties to compromise the difference (plaintiff's original claim being \$625); and have therefore awarded said plaintiff the sum of \$400 less amount shown by said defendant to be his due, as per statement below:

Amount allowed plaintiff account market	
difference .....	\$400.00
Overdraft car No. 31504, G. H. wheat..	25.57
Overdraft car No. 63955, A. T. corn...	31.52
Overdraft car No. 17178, A. T. corn...	5.69
Overdraft car No. 16504, A. T. corn...	8.26
Total .....	71.04

Balance due plaintiff.....\$328.96

It is, therefore, ordered that the defendant, J. E. Gall, promptly pay the plaintiff, The Hoffman Elevator Co., the sum of \$328.96, and that the costs of this case, \$10.92, to be equally divided between the parties hereto.

#### A VIEW OF SEPTEMBER CORN.

September, 1909, will find the country in the grip of a live stock problem—with "cleaned up" cribs. We are radically underproduced in every department of live stock. An enormous rally in feedstuff production is a necessity. The farmer has rushed his corn production for the reason that he has silently recognized the 1909-10-11 live stock dilemma. The live stock shortage of 1909 will become a 1910-11 famine unless a record corn crop intervenes.

The "three billion yield" is an annual necessity. It is an absolute immediate packing necessity. We have already disposed of one "near three billion" yield—the 1906 crop result of 2,927,000,000 bushels. The United States is discussing the permanency of seventy-cent corn, but—the farmer is not "discussing"; he regards 1910 as his "third seventy-cent season."

Foodstuffs and commodities of every class are around the highest level ever known. We have raised 13,400,000,000 of corn in the past five years, and have consumed 97 per cent of this total at home.—E. W. Wagner.

Henry Richling has been appointed manager of the new elevator at Milligan, Neb.

Elmer Davis has succeeded Bernard Schmidt as manager of the elevator at Appleby, S. D.

A. D. Fisher of Wichita, is now manager for the Hudson Grain and Supply Co. at Hudson, Kan.

Fred Trumm of Hazel, S. D., has secured a position as manager of the elevator at Hayti, S. D.

John Stutelberg has been appointed agent for the Northwestern Elevator Co. at Clara City, Minn.

F. M. Swanson of Florence, S. D., has been chosen manager of the Farmers' Elevator Co. of Waverly, S. D.

Gordon B. Burgman has been appointed grain buyer for the Northwestern Elevator Co. at Arthur, N. D.

Theodore Terhurne is the new manager of the Western Lumber and Grain Co.'s elevator at Moore, Mont.

A. D. Weir of Chancellor, S. D., has removed to Parker, S. D., where he has taken charge of the Reedy Elevator.

I. C. Kray has resigned as manager of the Farmers' Elevator at Clara City, Minn., being succeeded by C. H. Ahlfas.

Andrew Sattler has been succeeded by his brother Leo as buyer for the Osborne-McMillain Elevator Co. at Eden Valley, Minn.

L. F. Bardwell of Topeka, Kan., has removed to Preston, Kan., where he has taken charge of the newly completed elevator.

P. Thein has resigned the management of the Thorpe Elevator at Clara City, Minn., and has been succeeded by William Thissen.

W. L. Johnson has resigned as manager of the Farmers' Elevator at Livermore, Iowa, to accept a similar position at Bombay, Minn.

Samuel Carlisle of the Carlisle Grain Co. of St. Louis, Mo., has removed to Omaha, Neb., where he will engage in the same line of business.

Byrd Douglas, a prominent grain man of Nashville, Tenn., was recently mentioned as a candidate for mayor of that city at a conference of business men.

## CROP REPORTS

The Michigan July crop report is mixed. The corn condition is 83, compared with 85 last July. Wheat yield 16 bushels.

Wheat harvesting in Oklahoma was practically completed July 1, and unofficial estimates place the crop at 12,000,000 bushels.

E. J. Smiley, secretary of the Kansas Grain Dealers' Association, places the wheat crop of the state at 69,600,000 bushels, after a personal inspection of a number of counties.

More corn and barley will be grown in Wisconsin this year than for several seasons and the yield of alfalfa is astonishing, according to J. M. True, secretary of the State Board of Agriculture.

Commissioner of Agriculture Rankin says that a larger corn crop has been planted in Kentucky than for years, with the possible exception of 1908. Prospects are for a large yield and a good crop of oats.

The Burlington crop report for Nebraska dated July 1, is optimistic. On three divisions an average yield of 23½ bushels of winter wheat is indicated, while a fourth division will yield 18 bushels per acre.

Geo. A. Wells, secretary of the Western Grain Dealers' Association, says that Iowa's oat crop is below former years in general stand and growing conditions. He estimates the decrease at about 7 per cent.

Corn is making rapid progress in Minnesota and the Dakotas and never looked better at this time of year, according to Van Dusen-Harrington. Early sown barley and early oats are heading in South Dakota.

The July report makes corn condition in Missouri 83, with an acreage 7 per cent greater than last year. Oats condition is 88, compared with 73 last July. The wheat yield is placed at 14.3 or 3 bushels more than last year.

G. J. Gibbs, secretary of the Texas Grain Dealers' Association, says the new Texas wheat crop is the best, in point of quality, in years. The total yield will be only about one fourth of a normal crop, or about 4,000,000 bushels.

Reports from various parts of eastern Washington and Oregon, north and central Idaho and western Montana are that the wheat crops in the Inland Empire will be fully as large as in 1907, when 70,000,000 bushels were harvested.

The Ohio state report for July shows an improvement of 4 per cent in the wheat crop. Condition is 7. Corn condition 88 per cent, last July 87 per cent; area compared with 1908 is 102 per cent. Oats 96 per cent, in June 91 per cent and last July 77 per cent.

The monthly report of the Iowa weather and crop service says that the acreage of corn is 5 per cent greater than that of 1908. The condition is 94, as compared with 92 a year ago. The acreage of oats is placed at 94 per cent and the average condition at 90 per cent.

Returns to the State Board of Agriculture show that diversified farming is being practiced in Oklahoma. The figures for Woodward County show that 69,920 acres of corn were planted and yielded 1,385,338 bushels. Wheat was next, with 31,730 acres and 340,037 bushels, while the oats acreage was 4,146 acres and the yield 54,310 bushels.

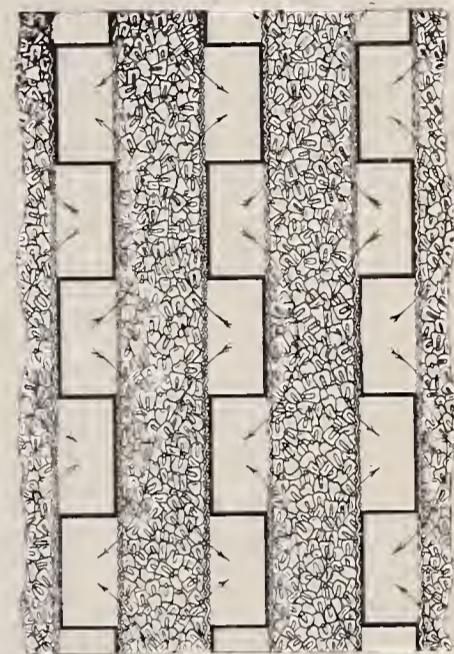
A bulletin issued on July 2, by the Illinois State Board of Agriculture says that the area under corn in the state is 5 per cent larger than last year. The condition on June 20 was 93 per cent of normal in northern Illinois, 93 per cent in central Illinois and 92 per cent in southern Illinois. Fields are weedy in central and southern Illinois owing to too much rain, and there are reports of injury by worms. Oats condition is 94 per cent in northern and 95 per cent in central and southern Illinois, an increase of 6 points over May 1 condition. Winter wheat shows a gain of 8 points over May 1.

The Government's preliminary estimate of the area of corn planted is 109,006,000 acres, an increase of 7,218,000 acres (7.1 per cent) as compared with the final estimate of last year's acreage. The average condition on July 1 was 89.3, as compared with 82.8 on July 1, 1908, and 84.8, the ten-year average on July 1. The average condition of winter wheat on July 1, or when harvested, was 82.4, as compared with 80.7 last month, 80.6 at harvest, 1908, and 79.6, the average at time of harvest for the past ten years. Condition of spring wheat July 1, 92.7, compared with 89.4, July 1, 1908. The average condition on July 1 of spring and winter wheat combined was 86.5, 83.9 on July 1, 1908. The amount of wheat remaining on farms is estimated at 2.3 per cent of last year's crop, or about 15,062,000 bushels, as compared with 33,797,000 on July 1, 1908.

The average condition of the oats crop was 88.3, as compared with 85.7 July 1, 1908; of barley, 90.2, as compared with 86.2 on July 1, 1908; rye, 91.4, as compared with 91.2 on July 1, 1908.

## IS IT POLICY

to suffer a continual loss due to damp and heated grain, when a comparatively small investment will insure you against such losses?



### The Ellis Principle

¶ We make a speciality of small driers for the country elevator.

¶ They use nothing but cold air.

¶ They can be placed in the elevator itself causing no increase in the insurance and eliminating the necessity of a separate building.

¶ The cost is so low that no elevator or mill operator can afford to be without grain drying facilities.

## ELLIS DRIER CO.

Postal Telegraph Bldg.

CHICAGO

## ASSOCIATIONS

Sec'y P. E. Goodrich of the National Hay Association has issued a Membership Directory in pamphlet form of a size convenient for the pocket.

The list of members of the National Association of Feed Dealers now (July 1) includes 1 member in Connecticut, 8 in Illinois, 6 in Indiana, 1 in Iowa, 4 in Massachusetts, 3 in Michigan, 6 in Minnesota, 12 in Missouri, 23 in New York, 8 in Ohio, 2 in Oklahoma, 16 in Pennsylvania, 2 in Tennessee, 1 in Vermont, and 15 in Wisconsin.

President H. B. Dorsey, of the Texas Grain Dealers' Association, has reappointed L. G. Bellieu of Pilot Mound as the Texas member of the Tri-State Appeals Committee. The executive committee of the same association has appointed E. R. Kolp of Fort Worth, E. W. Rollow of Van Alstyne and E. W. Crouch of MacGregor as arbitration committee for the ensuing term.

Secretary G. J. Gibbs reports the following changes in membership of the Texas Association: Bosque County Mill and Elevator Co., admitted; Hubbard City Mill & Elevator Co., withdrawn, plant having been burned; membership of Van Alstyne Elevator Co., Van Alstyne, changed to Grayson Mill & Grain Co., same place; that of H. B. Dorsey, Ft. Worth, changed to Dorsey Grain Co.

Secretary S. W. Strong reports the following new members of the Illinois Grain Dealers' Association: Boston & McClelland, Dwight; W. S. Cowen, 800 Continental Bldg., Chicago; M. S. Cummings, Langley; John Fryer, San Jose; J. M. Greene & Co., Wapella; J. K. Hoagland, Clarksburg; J. W. Hoffman & Co., Mackinaw; Ludwig & Grady, Staley's; Newman & James, Maroa; Rees & Powers, Broadmoor; Registered Tracer Co., Springfield; W. E. Rich, Kankakee; Rich & Ferris, Reddick; J. H. Rosentiel, Stockton; W. S. Russell, Allentown.

### ASSOCIATION MEETINGS.

The National Hay Association will hold the annual meeting at Cedar Point, Ohio, on July 27-29. Headquarters at "The Breakers."

Michigan Hay Ass'n, Lansing, Aug. 4-5.

The Grain Dealers' National Association meets at Indianapolis in October, headquarters at Claypool Hotel.

### CINCINNATI GRAIN DEALERS.

The Cincinnati Grain Dealers' Association, organized in June, has elected W. W. Granger, president; Ben. H. Wess, vice-president; Charles E. Van Leuven, secretary; J. H. Fedders, treasurer; John Mueller, A. M. Braun, August Ferger, George Keller, William H. Kramer and H. Lee Early, with the four officers, directors.

The Association starts with nearly 100 members, which is over 95 per cent of the local trade. Everyone engaged in the business, from the big elevator man to the side street feedstore proprietor, is eligible.

### NORTHERN GRAIN DEALERS PLAY.

That "much work and no play makes Jack a dull boy," is equally true of the grain man as of "Young America"; and on the evening of July 10 a number of the members of the Northern Illinois Grain Dealers' Association came to Chicago, accompanied by their wives, and played. The playground where the grain dealers disported was Forest Park, one of Chicago's leading out-door summer attractions, located at the end of the Metropolitan "L," just beyond Oak Park. Small parties began arriving at the Park as early as four o'clock, and by six o'clock, when the dinner was served in the grill room, there were fully one hundred present.

After dinner a short session of the Association was held. President H. T. Truby of Joliet rapped for order and welcomed the members in a short speech.

Geo. D. Montelius, of Piper City, president of the Illinois Grain Dealers' Association, was introduced and said that when he received an invitation to attend the grain dealers' outing it was one that he could not decline. He complimented the members on the good service which they were rendering to their organization, as well as to the general state trade at large.

F. M. Baker, of Chicago, read a letter from State Secretary S. W. Strong, of Pontiac, expressing his regret at being unable to be present, being laid up with a sprained ankle.

G. F. Kersten of Plainfield made a short address on the work and aims of the Association, after which the session adjourned.

Then the fun began and the playing. Each one present was provided with a ticket of admission to all the attractions, these including the steeple chase, grand canyon, miniature railroad, giant safety coaster, fun factory, merry-go-round, dip the dips, etc. There was also excellent music provided by Conway's band, and every one thoroughly enjoyed the outing.

Among those present were: C. C. Whipple and wife, Plainfield; S. H. Warner and wife, Chicago; W. C. Deeds and wife, Chicago; F. M. Baker and

wife, Chicago; H. T. Truby and wife, Joliet; Geo. D. Montelius, Piper City; G. F. Kersten and wife, Plainfield; Frank G. Coe and wife, Chicago; Mrs. C. H. Dawson, Milford; L. B. Wilson and wife, Chicago; A. E. Wood, Chicago; Wm. Hirsch and wife, Chicago; Frank J. Delany and wife, Chicago; E. C. Taylor and wife, Kankakee; J. W. Radford, Chicago; Fred W. Fraser, Chicago; George G. Aimer, Chicago; J. B. Beattie and wife, Chicago; John Westenfeld and wife, Henry Seggebruch and wife, Wm. Seggebruch and wife, Crete; R. G. Freymark, Chicago; W. D. Millar and wife, Bird's Bridge; Fred B. Rohe and wife, Crete; H. F. Brueggemann, Tinley Park; C. M. Fairman, Chicago; C. E. Nichols and wife, Miss Stella Nichols, Miss Laura M. Riggs, Lowell, Ind.; M. L. Vehon and wife, Chicago; Laverne A. Lewellyn and wife, Chicago; C. E. Walters, Chicago; A. Gerstenburg and wife, Chicago; H. Hahn and wife, Chicago; J. Carver Strong and wife, Chicago; Emil A. Werner, Miss Antoinette Werner, Beecher; Geo. A. Plummer, Chicago; J. M. Adam and wife, Chicago; W. S. McCleland and wife, Chicago.

### PROBLEMS BEFORE THE GRAIN DEALERS' NATIONAL ASSOCIATION.

BY JOHN F. COURCIER.\*

Since one of the prime objects of meetings of this kind is to give association work the benefit of personal contact, it is but fair that as little time as possible be given over to technical discussions of great length. While the subject assigned me by "Uncle Joe" covers a wide range, I shall endeavor to be as brief as a simple statement of facts will allow.

Among the many problems now before us, we feel that those foremost are: A Uniform Bill of Lading, Uniform Demurrage Rules, Uniform Grades, Federal Inspection, and Legislative interference with the privilege of trading in grain for future delivery.

*Bill of Lading.*—When the Interstate Commerce Commission announced its bill of lading, a little over a year ago, we published in pamphlet form and sent you each a copy, with a request that suggestions for amendment be sent us. The few objections received were of such nature as to add to the conviction of our special bill of lading committee that in order not to delay, and thereby defeat, the institution of uniformity, it were better to agree to a trial of the proposed form, with the understanding that doubt was entertained as to the fairness of some of the conditions; and that if those conditions in their application should prove to be unreasonable and unjust, specific objections would be filed for their correction. It is not difficult to point out conditions which might work a hardship, but it would be unfair to you and to the Commission for us to draw upon our imagination and complain when it is within our power to pin down facts and assemble them into a strong and convincing brief for presentation through our National Association. It is our right and our duty to insist upon the correction of every evil; but our claims must be based upon facts and not upon technical quibbling over words.

*Demurrage.*—I had the pleasure of attending a hearing at Washington June 4th and 5th before a committee appointed by the National Association of Railway Commissioners to consider a Code of Uniform Demurrage Rules for universal adoption, and during the discussion of the proposed rules seriatim proposed amendments which, if accepted by the Commission, will, as compared with the original Rules, give the grain trade the following concessions:—

Twenty-four hours additional free time on cars containing 66,000 lbs. or over.

Twenty-four hours additional free time for inspection and disposition, on cars containing grain.

Additional free time for all time consumed in the coopering of cars.

An average detention agreement, to be entered into at the option of the shipper, providing for 48 hours free time after placement; for a credit of 24 hours on cars released on or before the expiration of the first 24 hours free time; for a debit of 24 hours for each day, or fraction thereof, on cars detained beyond the free time limit; and, for a monthly adjustment of the debit and credit account according to the following rule: At the end of the month the total number of days credited shall be deducted from the total number of days debited, and one dollar a day charged for the remainder. If the credits equal or exceed the debits, no charge shall be made for the detention of cars and no payment shall be made to the patron on account of such excess of credits; nor shall the credits in excess of the debits of any one month be considered in computing the average detention for another month. Each car and its entire period of detention, shall be included in the computation for the calendar month in which it shall be released.

Continuing to recite concessions:—

Notice of arrival on cars held in transit for milling, cleaning, change or completion of load.

\*A paper read before the Ohio Grain Dealers' Association on June 24, 1909.

Notice of placement on cars placed on public delivery or private tracks for loading.

Notice of actual or constructive placement.

Notification on cars received under load, to contain names of consignors and points of origin.

Elimination of the rule providing for discretionary placement by carriers on tracks other than those originally and specially designated.

Substitution of "notice" for "evidence" in the proposed rule requiring consignee to furnish the carrier's agent with evidence of bunching, before the expiration of free time.

In presenting our amendments at the hearing, I fully covered the suggestions received from our members up to the hour of leaving for Washington. While in Washington and since we have received letters from members relative to reciprocal demurrage; 48 hours free time for reconsignment, and free time to cover strikes, public calamities, accidents, or any other causes not within the power of the consignee or consignor to prevent.

The time for filing briefs was extended to July 15th, and all suggestions within the scope of this hearing, received by us on or before July 10th, and later if possible, will be included in our final presentation.

Chairman Lane announced that the principle of reciprocal demurrage would not be considered by the Committee in its endeavor to formulate a Code of Uniform Demurrage Rules, but in order that his Committee may be acquainted with conditions as they actually exist in some sections of the country, communications of that phase of car detention, addressed to us by members, will be copied and sent him with an explanation of the purpose.

*Uniform Grades.*—The grades of grain adopted by the National Association at its St. Louis convention have been adopted by the following Grain Exchanges, effective July 1st, next: Toledo Produce Exchange, Cincinnati Chamber of Commerce, Peoria Board of Trade, Buffalo Corn Exchange, Detroit Board of Trade, Albany, New York, Board of Trade, St. Louis Merchants' Exchange, with the exception that the test weight of red winter wheat be one pound higher than is provided in the Rules.

The Rules have been indorsed by the following organizations: Chicago Board of Trade with the stipulation that some slight changes might be advisable, Illinois Grain Dealers' Association, Indiana Grain Dealers' Association, Kansas Grain Dealers' Association, Millers' National Federation, Fraternity of Operative Millers, Ohio Millers' Association, Indiana Millers' Association.

In justice to the general subject of uniformity, I think it proper that mention be made here of those markets, departments and associations which adopted or endorsed the recommendations of the first Uniform Grade Congress. Without repeating those mentioned above, they are as follows: Norfolk Board of Trade, Minnesota State Department, Philadelphia Commercial Exchange, Pittsburgh Grain & Flour Exchange, New Orleans Board of Trade, Nashville Grain Exchange, Louisville Board of Trade, Galveston Board of Trade. These associations feel that unless the Illinois State Inspection Department takes action it would not be worth while for them again to go through the process of adoption, with no assurance that the Illinois Department would not by its inactivity defeat general adoption. With the endorsement of both the Chicago Board of Trade and the Department inspectors before them, it is hoped that the Illinois State Railroad Warehouse Commissioners will act and thus remove the check from the wheels of this much needed and universally approved reform.

*Federal Inspection.*—On March 22d last, Senator McCumber introduced a bill to provide for the inspection, grading, and weighing of grain, which was read twice and referred to the Committee on Agriculture and Forestry, as S. 121. This bill is identical with his former bill S. 382, with the following exceptions:

Proviso to Section 2: "That said Secretary may appoint a chief or deputy inspector at such important point of intrastate grain trade as shall furnish sufficient inspection service to fully pay the expenses of maintaining an inspection at such point, when the said Secretary is assured that the grain trade interests at such point are desirous of securing Federal inspection; but in no case shall such inspector inspect or grade such intrastate grain except upon the request of the owner thereof, or his agent."

Proviso to Section 9: "That such inspector, upon request of the owner or agent of any grain at the point or place where an inspector may be located, whether or not the grain has entered into interstate commerce, shall inspect the same and deliver his certificate therefor in the same manner as other inspections are made, or for the same charge; and whenever the owner of grain at such place shall request and furnish facilities therefor, said inspector shall also weigh such grain and deliver to the owner or his agent his certificate showing the gross and net weight of such grain, under such rules and regulations as may be prescribed by the Secretary of Agriculture."

In preparing an analysis of this new bill, I was unable to construe a part of Section 8, to cover any

known conditions in the grain business. The section reads as follows:

"That it shall be the duty of any railroad company, steamship company, or other firm or corporation or private individual, engaged in the transportation of grain destined to any state, territory or country, other than that in which it is received for inspection, or received from any other state, territory or country than that to which it is consigned, to notify the chief grain inspector at the place of destination of any consignment of grain, within 24 hours after its arrival, that a shipment, cargo or load of grain is in its, their, or his hands, and [at] the place of destination of said grain."

The last clause was the one that gave us trouble. We finally wrote Senator McCumber, and have his response, bearing date of June 3d, in which he informs us the word "and" should be "at." The word "and" would authorize inspection in transit, whereas "at" confines it to the point of destination.

If this bill were to become a law, high school boys and girls would make better grain dealers than you. All they would have to do would be to memorize rules formulated for them by the Secretary of Agriculture. Your experience of years would avail you nothing, so far as the formulation of rules for the determining and naming of qualities would be concerned. The knowledge of what different qualities will do under certain and varying conditions constitutes any merchant's most valuable asset, but in spite of that Senator McCumber proposes to rob the inspection business of this country of the support, guidance and counsel of the grain trade, and place it in the hands of one man whose duties are almost as numerous and varied as are the different species of animal and vegetable life.

*Future Trading.*—One of the National questions now before the public is that of the future trading in grain, and it is a subject of the most vital concern to the grain trade. The practice of executing orders in what are generally known as grain pits has been the subject of discussion around the fire-sides of American homes in the State and National legislatures, in the pulpit, and in the editorial columns of the press, from the monthly periodical to the great dailies of this and foreign countries; and the fact that disagreement, as to the alleged effects and the causes that produce them is universal is proof conclusive that the subject is not understood by the general public, including many grain dealers who have themselves wrongfully employed the lawful facilities at their command for the legitimate buying and selling of grain for future delivery, and, without having even taken the precautions common to the ordinary safe investor, lost their money.

Trading in grain for future delivery, as conducted upon our legally constituted and conducted grain exchanges, is nothing more nor less than augmented individual service. Our market centers, as they exist to-day, were built up upon the unit basis. Some one man had to be the first. He received and executed all the orders to sell and all the orders to buy. Then the second man came. He received part of the orders to sell and part of the orders to buy. At such times as it occurred that either of these two men received orders to buy in excess of orders to sell, or vice versa, he went to the other in quest of buyers or sellers, of which the other might have a surplus. Then the third man came, and the fourth and so on until quite a community had been assembled, the practice of running about from one to the other, as detailed in the example of the first two, prevailing. Then followed an agreement to name a place and a time where and when all these agents might meet and make their exchanges. With increased trade came the necessity for larger quarters and longer hours, and as a final result we have that institution, that product of evolved economics, the grain pit, with its rule requiring all orders to be placed on the open market and sold to the highest bidder, the principals' instructions to their agents as to limits on price and date for changing title being of the same force and effect as obtain in all other commercial transactions between principals and agents, subject to special rules lawfully promulgated. It is in these trading pits that the surplus grain of the world is marketed, thus constituting a world condition and not local gambling institutions, as many have been pleased to call them.

While we have no positive proof of it, yet we have reason to believe that many orders sent to the trading pits are nothing but common bets on what the legitimate grain market is going to do, whether go up or down; but, since we all know that in every human endeavor there is an element of speculation of this betting variety, it is not, or at least should not be, surprising that the immutable laws of average should here be manifested and show the ordinary percentage of reckless chance-taking in this the greatest of the world's industries, the producing, the handling and the consuming of grain.

Let us frown upon, discourage and fight against bucket-shopping and gambling, but in doing that let us not falter in the defense of our right to buy and to sell grain for immediate shipment, quick shipment, prompt shipment or shipment deferred to a date suitable to the convenience of our patrons, and in the defense of our high privilege to conduct our transactions on the farm, on the public high-

way, in the country elevator, in the terminal office, in the trading pit, or in any other place under heaven's dome where facilities shall afford.

## LATE PATENTS

Issued on June 8, 1909.

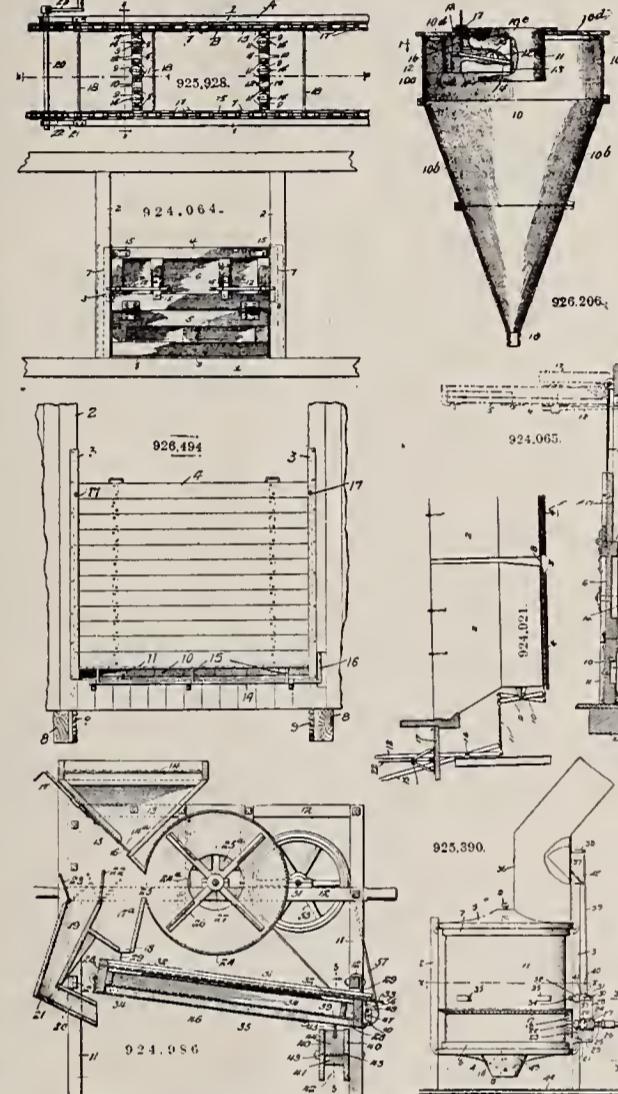
Grain Door for Cars.—John Henry, Grand Forks, N. D. Filed November 16, 1907. No. 924,064. See cut.

Grain Door for Cars.—John Henry, Grand Forks, N. D. Filed November 16, 1907. No. 924,065. See cut.

Issued on June 15, 1909.

Controlling Device for Granaries and Bins.—Finlay R. McQueen, Minneapolis, Minn. Filed January 11, 1908. No. 924,921. See cut.

Grain Separator.—Heber K. Hansen, Logan, Utah, assignor of one-fourth to Fred Turner and one-



fourth to N. Ralph Moore, Logan, Utah. Filed April 23, 1906. No. 924,986. See cut.

Automatic Grain Measure.—Jonathan H. Royer, Wichita, Kan. Filed March 16, 1908. No. 925,390. See cut.

Issued on June 22, 1909.

Conveyor.—Anton A. Luecke, New Albany, Ind. Filed June 10, 1908. No. 925,829. See cut.

Dust Collectors.—Orville M. Morse, Jackson, Mich. Filed May 16, 1904. No. 926,206. See cut.

Grain Door.—Wm. Jordan, Minneapolis, Minn. Filed December 7, 1908. No. 926,494. See cut.

## MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY OF IOWA.

Following is a copy of the 68th semi-annual statement of the Mill Owners' Mutual Fire Insurance Company of Des Moines, Ia., made by Secretary J. T. Sharp, under date July 1, 1909:

### RECEIPTS.

Premiums and Assessments.....	\$ 102,032.81
Interest, etc. ....	11,038.12
Mortgage Loans .....	16,025.00
Cash in Bank Jan. 1, 1909.....	24,317.74

\$ 153,413.67

### DISBURSEMENTS.

Losses .....	\$ 35,328.88
Premuims Returned .....	20,196.44
Expenses .....	16,397.90
Mortgage Loans .....	27,300.00
Cash in Bank July 1, 1909.....	54,190.45

\$ 153,413.67

### ASSETS.

Farm Loans (First Mortgage).....	\$ 241,747.10
Interest Accrued (Not Due).....	4,289.34
Cash in Bank July 1, 1909.....	54,190.45

\$ 300,226.89

### LIABILITIES.

Guaranty Deposits (Face Value).....	\$ 159,827.35
Losses Reported (Estimated).....	1,400.00

\$ 161,227.35

### INSURANCE.

In Force .....	\$ 9,813,685.00
Deposit Notes (Face Value).....	1,211,517.54

### RECEIPTS SINCE ORGANIZATION.

Premiums and Assessments.....	\$ 2,257,342.48
Interest, etc. .....	100,119.91

\$ 2,357,462.39

### DISBURSEMENTS SINCE ORGANIZATION.

Losses .....	\$ 1,509,109.38
Premiums Returned .....	175,253.69
Expenses .....	377,161.77
Mortgage Loans .....	241,747.10
Cash in Bank July 1, 1909.....	54,190.45

\$ 2,357,462.39

The losses and expenses of this Company have averaged a trifle less than 50 per cent of one annual premium for nearly thirty-five years, which is equivalent to an annual dividend of over 50 per cent.

This Company has business in nearly every state in the Union and the Dominion of Canada, and will cheerfully furnish, upon application, any further information to those interested in reducing the cost of their insurance.

A \$40,000 plant will probably be erected at Lomira, Wis., by the J. Buerger Malting Co., of Fond du Lac.

A large increase in the elevator capacity both at terminal and interior points is expected to be one of the features of the development of western Canada this year. On March 1, the elevator capacity of the West was 64,007,395 bushels, being made up of 21,752,405 bushels at terminal points and 42,254,990 at interior points. The elevator capacity at terminal points will go over the thirty million mark before the year and the interior may go close to fifty million bushels.

## Grain and Seeds

### KAFFIR CORN AND CANE SEED.

Write us for prices bulk and re-cleaned, even weight sacked f. o. b. Oklahoma City, Kansas City, St. Louis or Chicago; immediate shipment.

E. R. & D. C. KOLP, Oklahoma City, Okla.

### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products.

ANSTED & BURK CO., Springfield, Ohio.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### CAR LINER FOR SALE.

The best material to patch grain cars is heavy strawboard paper. Easy to use, cheap and efficient; 2c lb. in lots 100 lbs. or more. Address

C. E. CARPENTER, Schoolcraft, Mich.

## ELEVATORS AND MILLS

### FOR SALE OR EXCHANGE.

Ohio, Indiana and Michigan elevators. Have several choice propositions. Let us know your wants. Address

TRI-STATE ELEVATOR CO., Hicksville, Ohio.

### FOR SALE.

Grain elevator. Bin capacity, 10,000 bushels or more; additional capacity, 25,000 bushels. At Mt. Carroll, Ill.; \$3,000 if taken soon. Address

ALLEMAN & HARTMAN, Mt. Carroll, Ill.

**FOR SALE.**

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address.

JAMES M. MAGUIRE, Campus, Ill.

**FOR SALE.**

Wholesale grain and hay, retail lumber and fuel. Elevator and all buildings new. Doing good business; been established five years. Address

C. H. Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

**FOR SALE.**

Elevator with sand and coal business in Southern Nebraska. The best grain belt in the West. At a bargain if taken before big movement in new wheat. Write at once to

HELBIG & CO., 529 Bee Bldg., Omaha, Neb.

**FOR SALE.**

Small line of elevators, doing a good business, in the best part of Southern Minnesota where crop prospects never looked better at this time of year. Reason for selling, too much other business to attend to. Address

LOCK BOX 99, Henderson, Minn.

**FOR SALE.**

First-class, paying line of elevators, with cleaning house, southwestern Minnesota and northwestern Iowa, on Omaha Road. One-half cash, balance time, or good improved land. A great opportunity. Write for description. Address

ELEVATOR, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

**FOR SALE.**

Three elevators of 25,000 bushels capacity each. Located at San Jose, Natrona and Harness, Ill. Also a one-half interest in three elevators. The above property was formerly owned and operated by J. & F. J. Rapp. For further information address

E. M. WAYNE, Delavan, Ill., or FRED W. JACOBS, San Jose, Ill., trustees.

**FOR SALE.**

For sale, 22,000-bushel elevator, built of 2x6 oak cribbing, weather board siding; 25-horsepower Olds Gasoline Engine, one 12-inch leg. terra cotta engine room and office, private loading switch and ground, connected with the E. J. & E. Ry. and the B. & O., thirty-five miles east of Chicago in first-class grain country. For information write

CADWELL & SALYERS, Malvern, Iowa.

**FOR SALE.**

I will sell my modern, galvanized-iron-covered elevator, feed and meal mill and warehouse at Claude, county seat Armstrong County, Panhandle, Texas. Only one in county; on private switch Ft. Worth & Denver R. R.; the best grain section. Lot is 250x250 feet, three squares from court house. This is a money maker, with great, growing business. Will accept part cash and part good real estate or merchandise. Address, at once,

J. M. HARTER, Wabash, Ind.

**MACHINERY****ENGINES FOR SALE.**

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower.

TEMPLE PUMP CO., 15th Place, Chicago, Ill.

**FOR SALE.**

One good second-hand steam boiler, 60 horsepower. Will sell cheap. Address

W. H. HURLEY, Clinton, Mo.

**FOR SALE.**

One No. 9 Bowsher Grinding Mill, with sacking elevator; one 2½-horsepower gas engine. A bargain. Address

F. GAUVIN, JR., Marlboro, Mass.

**FOR SALE.**

One Barnard & Leas Barley Separator; also 50-horsepower Fairbanks-Morse Gasoline Engine. BAY STATE MILLING CO., Winona, Minn.

**FOR SALE.**

Two boilers, 72 x 18; head, ½-inch steel; shell, ½-inch; flues, 4-inch; 88 pounds pressure; made by Murray Iron Works Co. Apply

ROSENBAUM BROTHERS, 77 Board of Trade, Chicago.

**FOR SALE.**

Three No. 2 Barnard & Leas Plansifters. Have been used six years, but are in good condition. Will have to be reclothed. Will make low price. Address

OKLAHOMA CITY MILL & ELEVATOR CO., Oklahoma City, Okla.

**FOR SALE.**

One new Improved Dustless "Eureka" Elevator Separator; built by S. Howes Company; largest size made; good as new. Address

CLEANER, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

**AT ALMOST JUNK PRICES.**

Howes and Moline Flour and Bran Packers; 6-section Universal Bolter; 2- and 3-section Plansifters; 3-section Bradford Swing Sifter; six 40-bushel wheat heaters; Beall Steamer; several horizontal scourers; Monitor Receiving Separators; EUREKA WHEAT WASHER, WHIZZER AND LARGE EUREKA GRAIN DRYER; 9-foot Little Wonder Reel; forty Odell Round Reels; some Holt Dustless Purifiers; Jonathan Mills Purifier; Smith and Odell Purifiers; Homer Baldwin Flour Purifier; Eureka Magnetic Separator; No. 5 Port Huron Detacher; No. 1 Mitchell Scrolls; 9x14 two-pair-high feed roll; thousands of feet of elevator belting, cups attached; some under-runners; mill spouting; in fact almost anything to equip a flour or corn mill; some large dust collectors; flour scales; upright bran dusters, exhaust fans; Day Mixer and Blender, Size E; package packers; a few stands of rolls, etc.

F. W. BACON, Tiffin, Ohio.

**SCALES****SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

# Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**PARTNER WANTED.**

Good, conservative grain man wanted as partner in line elevators in oat and corn belt of Iowa. Address

K., Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

**WANTED.**

To trade about \$20,000 land in Minnesota and Dakota for elevators in Minnesota or Dakotas. Address

A. A. HANSON, 405 Palace Bldg., Minneapolis, Minn.

**PLANS AND MACHINERY WANTED.**

A small elevator constructed so as to handle ear corn is soon to be built at Devol, Okla. Parties having plans for same and also concerns who handle elevator machinery will find it to their interest to correspond with

W. T. HUFF or G. W. CHESHER, at Devol, Okla.

**FOR SALE OR TRADE.**

We offer for sale or trade our general merchandise stock and fixtures, value about \$5,000. Located in town of about 500 population, supported by coal mine and good farmer trade. Land here trading and selling at \$125 to \$150 per acre, owned and operated mostly by the parties who are on them. Have been in business here about twenty years. Our reason for selling, time taken up with grain business. We are on main line of C. & E. D. ten miles north of Terre Haute, Ind. Will sell or trade for good grain elevator near Terre Haute. What have you?

COTTRELL BROS., Atherton, Ind.

**HELP WANTED****WANTED.**

Head miller to take charge of 100-barrel mill. One who would take \$3,000 to \$5,000 stock in a first-class mill and elevator. Address

HARTLEY MILL & ELEVATOR CO., Hartley, Texas.

**POSITIONS WANTED.****NOTICE.**

I would like to correspond with parties desiring the services of an experienced man to take charge of an elevator about September 1. Best of reference. Address

C. E. GIBSON, care Bank of Birds, Birds, Ill.

**WANTED.**

Position as grain buyer in Southwest, Oklahoma preferred. Have been buyer for large line company for four years, but desire change of climate on account of wife's health. Address

G. P. GUNDERSON, Devil's Lake, N. D.

**WANTED.**

Position, by a practical miller of thirty years' experience, to buy grain and take charge of elevator for some good milling and elevator firm that wants a man who is a first-class judge of good milling wheat. Can give the best of reference.

ED. DAVIS, Box 84, Waterville, Kan.

**WANTED.**

Experienced, sober, industrious, married man, 29 years of age, wants position as manager of elevator; line company preferred. Now employed satisfactorily save as to location. Prefer central or northern Indiana. Have been with present firm four years. Address

H., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

**ELEVATORS WANTED****ELEVATOR WANTED.**

Western Ohio or Eastern Indiana. Give full particulars and price for cash in first letter.

THE BUCKLAND MILLING CO., Buckland, Ohio.

**WANTED.**

Elevator or mill and elevator for good improved Illinois or Iowa farm. Address

IOWA, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

**WANTED.**

An elevator in Michigan or Northern Indiana or Northern Ohio. Give full particulars and price in first letter.

F. KALMBACH, Milan, Mich.

# HISTORY OF MAY CORN

My "History of May Corn" Circular gives exhaustive data, covering the present period when corn "is in the making." Sent free.

E. W. WAGNER

98-99-100 Board of Trade

CHICAGO

IF you will read the following letters of endorsement and then order some of the Kennedy Car-Liners you will be willing to give us a similar endorsement after you have used them.

Chanute, Kas., 2-27-'09.

Fred W. Kennedy,  
Shelbyville, Ind.

Dear Sir:—Yours 25th inst. In reply will say that we do not hesitate to recommend your car liners to all grain and seed shippers. They are all you claim them to be.

Yours truly,  
S. A. WICKARDS' SONS.  
Per D. K. W.

Blue Springs, Neb., 2-22-'09.

Fred W. Kennedy,  
Shelbyville, Ind.

Dear Sir:—We have used your car liners for two years and frankly say now, that we would not be without them, altho it is only occasionally their use is required. In all our shipments of wheat in cars that ordinarily should be rejected but where we installed your liners, no loss resulted by leakage in transit.

Yours truly,  
BLUE SPRINGS FARMERS ELEVATOR CO.  
WM. CRAIG, Mgr.

Further Information on Request

**FRED W. KENNEDY**  
Shelbyville, Indiana



## ROOFING AND SIDING

### SYKES STEEL ROOFING CO.

114 W. 19th Place, Chicago

#### MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

#### Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed.  
Write us for prices. We can save you money.

## GRAIN RECEIVERS

### MILWAUKEE

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**Mohr-Holstein Commission Co.**  
29 Chamber of Commerce  
MILWAUKEE  
Sample Grain a Specialty  
BRANCH OFFICES AT CHICAGO, MINNEAPOLIS

B. G. Ellsworth, President H. H. Peterson, Vice-President  
E. H. Hiemke, Secretary

**L. Bartlett & Son Co.**  
GRAIN  
COMMISSION MERCHANTS  
Room 23 Chamber of Commerce Building  
MILWAUKEE, WIS.

### The Franke Grain Company

Receivers and Shippers of  
GRAIN AND MILL-FEED  
Rooms 43-44 Chamber of Commerce  
MILWAUKEE, WIS.

OUR SPECIALTIES:  
Malting Barley  
Milling and Distilling Rye  
FAGG & TAYLOR, Shippers  
MILWAUKEE, WIS.

### PEORIA

ESTABLISHED 1875.  
**P. B. & C. C. MILES**  
Grain Commission Merchants  
BUYERS AND SHIPPERS  
36-37 Chamber of Commerce, PEORIA, ILL.

A. G. TYNG, Jr. D. D. HALL  
**TYNG, HALL & CO.**  
Grain and Commission  
Merchants  
Rooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS

### DETROIT

A. S. DUMONT R. C. ROBERTS R. L. HUGHES  
**Dumont, Roberts & Co.**  
RECEIVERS GRAIN SHIPPERS

Chamber of Commerce DETROIT, MICH.  
Consignments Solicited. Ask for our bids and quotations.

**CAUGHEY & CARRAN**  
DETROIT, MICH.  
Grain and Seed Merchants and Commission  
OUR SPECIALTY: OATS AND CLOVER SEED  
We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal  
advances.

OFFICES: 620 to 624 Chamber of Commerce  
ELEVATOR and SEED HOUSE: Cor. 14th and Baker Sts.

### ST. LOUIS

### Daniel P. Byrne & Co.

General Commission Merchants  
SUCCESSIONS TO  
**Redmond Cleary Com. Co.**  
Established 1854 Incorporated 1887  
Grain, Hay, Mill Feed and Seeds  
Chamber of Commerce St. Louis, Missouri.

### Slack-Fuller Grain Co.

RECEIVERS AND SHIPPERS OF

**GRAIN**

CONSIGNMENTS SOLICITED

208 Merchants' Exchange ST. LOUIS, MO.

Ship your Grain, Hay and Seeds to  
**John Mullally Com. Co.**

St. Louis, Mo.

Best of attention paid at all times to all consignments.  
Members St. Louis Merchants' Exchange and Chicago  
Board of Trade.

**PICKER & BEARDSLEY COM. CO.**  
St. Louis, Mo.  
**GRAIN, HAY and GRASS SEEDS**

We protect your interest on grades and weights and make  
prompt returns. Try us for RESULTS when you ship to  
St. Louis. Established 1876.

Thos. Cochrane, Lincoln, Neb. M. W. Cochrane, St. Louis.  
**Cochrane Grain Co.**  
Receivers and Shippers of  
**GRAIN AND HAY AND SEEDS**  
305 and 306 Chamber of Commerce, ST. LOUIS

MARSHALL HALL, Pres. J. B. BETHUNE, Secy.-Treas.  
**W. L. Green Commission Co.**  
**GRAIN**  
Members Merchants Exchange of St. Louis.  
Chicago Board of Trade.  
203 Merchants Exchange, ST. LOUIS, MO.

### PITTSBURG

**D. G. Stewart & Geidel**  
GRAIN, HAY AND FEED  
RYE A SPECIALTY  
Office 1019 Liberty St. Pittsburg, Pa.  
Proprietors Iron City Grain Elevator.  
Capacity 300,000 bu.

### DECATUR

  
**H. J. BALDWIN AND CO.**  
GRAIN REVIEW BUILDING DECATUR, ILL.  
OUR BIDS ARE GOOD ONES

## GRAIN RECEIVERS

CHICAGO

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**E. W. BAILEY & CO.****Commission Merchants**

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade CHICAGO

GEO. S. DOLE, Pres. H. N. SAGER, Sec.

**J. H. DOLE & CO.**

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your  
**CONSIGNMENTS**  
and orders in futures

226 La Salle Street, - - - CHICAGO

PHILIP H. SCHIFFLIN, Pres. EUGENE SCHIFFLIN, Secy.-Treas.

**PHILIP H. SCHIFFLIN & CO.**  
INCORPORATED**Commission Merchants**515-518 Postal Telegraph Bldg.  
CHICAGO, ILLINOISConsignments of all kinds of Grain and Field  
Seeds a specialty**C. H. THAYER & CO.**

GRAIN, SEEDS, FUTURES

Your Consignments and Future Orders Solicited

Our untarnished record for more than a quarter of a century, backed up with over \$100,000.00 capital, certainly speaks for itself.

2 and 4 Sherman St., CHICAGO

Minneapolis Milwaukee St. Louis Kansas City

**T. E. WELLS & CO.**

COMMISSION MERCHANTS

1011-1017 ROYAL INSURANCE BUILDING, CHICAGO

Strict attention given to consignments or orders  
Oats and Barley Specialties  
Liberal Advances Made

W. M. TIMBERLAKE in charge Cash Grain Department

My customers do a profitable business  
because I handle their consignments profitably at this end. Try me on your Chicago  
cash or future business.

B. S. ARMSTRONG

Postal Telegraph Building Chicago, Ill.

**Lamson Bros. & Co.**

ESTABLISHED 1874

**Commission Merchants**

...AND...

Track Buyers of Grain

6 Board of Trade CHICAGO

BRANCH OFFICES IN IOWA

Des Moines Ft. Dodge Cedar Rapids  
Iowa City Storm Lake Waterloo  
Parkersburg Iowa Falls Mason City  
Sioux City Independence Atlantic  
Council Bluffs Ask for Bids Consignments Solicited

No ORDER too Large for Me to Execute

Grain Consignments my Specialty

**SAM FINNEY**

715 BOARD OF TRADE, CHICAGO

Or too Small to be Appreciated

W. N. ECKHARDT, Pres. J. W. RADFORD, Vice-Prest.

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**Pope & Eckhardt Company**  
Commission Merchants**Grain and Seeds**

317-321 Western Union Building

CHICAGO

**J. ROSENBAUM GRAIN CO.**

(INCORPORATED)

GRAIN MERCHANTS

CHICAGO

J. H. WARE E. F. LELAND

Consign your grain and seeds and send your  
Board of Trade Orders to**WARE & LELAND**400-410 Postal Telegraph Bldg. :: CHICAGO  
Long Distance Phones : Harrison 4867 and 4868**GRAIN, PROVISIONS,  
STOCKS AND COTTON.**

Write for our Daily Market Letter

Your Interests Are Our Interests

Special attention given to cash  
grain shipments**RUMSEY & COMPANY**  
COMMISSION MERCHANTS

Consignments a Specialty for Forty Years

Branch Offices  
PEORIA  
ST. LOUISI. P. RUMSEY  
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## GRAIN RECEIVERS

## CHICAGO

A. L. SOMERS, Pres. C. W. BUCKLEY, Sec'y and Treas.  
**SOMERS, JONES & CO.**  
 (Incorporated)  
 COMMISSION MERCHANTS  
 82 Board of Trade Bldg., Chicago  
**GRAIN AND FIELD SEEDS**  
 CONSIGNMENTS AND ORDERS FOR FUTURE DELIVERY  
 SOLICITED. :: LIBERAL ADVANCES ON CONSIGNMENTS

Square Dealing and Top prices.  
 If we have not handled your Chicago Business, try us.  
  
 Suite 36, Board of Trade Bldg., CHICAGO.  
 Grain Receiving and Commission Merchants.

**NO USE TRYING**  
 to get better service than that afforded by  
**CRIGHTON & CO.**  
 402-403 Royal Insurance Bldg., CHICAGO  
 Send us your consignments and become one of our pleased patrons

**W. H. MERRITT & CO.**  
 GRAIN BUYERS AND SHIPPERS  
 CORRESPONDENCE SOLICITED  
 87 Board of Trade CHICAGO, ILL.

**J. C. Shaffer & Co.**  
 BUYERS AND SHIPPERS OF GRAIN  
 240 LaSalle St. Chicago

**F. E. WINANS & CO.**  
 GRAIN AND FIELD SEEDS  
 COMMISSION MERCHANTS  
 Barley, Oats, Wheat, Corn, Rye, Timothy, Clover,  
 Flax, Hungarian Millet  
 6 SHERMAN STREET, CHICAGO  
 Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

**ARMOUR GRAIN CO.**  
 GRAIN DEALER'S  
 CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.  
 205 La Salle St. CHICAGO

**FREEMAN BROS. & CO.**  
 Hay, Straw and Grain  
 COMMISSION MERCHANTS  
 Correspondence and Consignments  
 Solicited. . . Market Reports on Application.  
 66 Board of Trade CHICAGO, ILL.  
 Grain bought and sold for future delivery.

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For Intelligent, Prompt and Efficient Service  
 Consign to  
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 Commission Merchants  
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**HOOPER GRAIN CO.**  
 OAT SHIPPERS  
 Postal Telegraph Bldg., Chicago  
 OPERATE ATLANTIC ELEVATOR AND GRAND TRUNK WESTERN ELEVATORS, CHICAGO

**H. M. PAYNTER**  
 GRAIN COMMISSION  
 Special attention given consignments of grain and seeds  
 Orders in futures carefully executed  
 700-718 Royal Insurance Bldg., Chicago  
 All business transacted through and confirmed by H. W. Rogers & Bro.

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 C. J. HURLBUT, Sec'y and Treas.  
**ROGERS GRAIN CO.**  
 (Incorporated)  
 Buyers, Shippers and Exporters of GRAIN  
 Elevator Proprietors on Illinois Central and other Railroad Systems  
 Main Office: 700-701 Royal Insurance Building CHICAGO

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 Orders for futures delivery carefully executed.  
 Screenings and Mill Feed  
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**Hulburd, Warren & Chandler**  
 Stock Brokers and Commission Merchants, Grain and Provisions  
 Business solicited in any department Receiving, Shipping, Futures  
 202 LA SALLE ST. CHICAGO

Good Prices  
 Prompt Returns  
 Very Best Attention  
**AND W. A. FRASER CO.**  
 "They're Running Mates"  
 MINNEAPOLIS CHICAGO MILWAUKEE

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**Nye, Schneider, Fowler Co.**  
 GRAIN DEALERS  
 Corn for feeders. Milling wheat a specialty, both winter and spring. Write for samples and prices. Shipment via C. & N. W. R. R.  
 General Offices, - - - FREMONT, NEB.

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R. J. THRESHER, Pres. L. A. FULLER, Sec'y  
**THRESHER-FULLER GRAIN CO.**  
 Grain Commission Merchants  
 CONSIGNMENTS SOLICITED  
 Grain Bought and Sold for Future Delivery  
 311-14 Board of Trade KANSAS CITY, MO.

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**The Union Elevator Co.**  
 BUYERS AND SHIPPERS  
 Wheat, Corn, Oats, Hay and Straw  
 Our Speciality: Recleaned Illinois Shelled Corn  
 CLEVELAND, O.

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**L. F. MILLER & SONS.**  
 Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
 OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
 CONSIGNMENTS SOLICITED. Special attention given to the handling of CORN AND OATS.  
 REFERENCES: Manufacturers' National Bank, Philadelphia, Pa.  
 Union National Bank, Westminster, Md.

## MINNEAPOLIS

  
**F. H. PEAVEY & CO.**  
 MINNEAPOLIS.  
 GRAIN RECEIVERS  
 Consignments Solicited.  
 MILLING WHEAT A SPECIALITY

**Cargill Elevator Company**  
 WHOLESALE FIELD SEEDS  
 MINNEAPOLIS, MINN.

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**THE GALE BROS. CO.**  
 Grain Merchants  
 Largest and best handlers of off grades in the central western states. An expert grain man at the head of each grain department. Submit samples.  
 CINCINNATI, OHIO

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**BROOKLYN HAY & GRAIN CO.**  
 HAY, STRAW AND GRAIN  
 COMMISSION MERCHANTS  
 ON ALL MARKETS IN NEW YORK HARBOR  
 Office: Borough of Brooklyn, New York

# GRAIN RECEIVERS

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Grain, Seed and Provision markets are on an Aeroplane basis. Fly with us. Keep posted. Read our specials. Our Boy Solomon will lead you into temptation. Send C. A. King & Co., Toledo, O., your Chicago and Toledo future orders and Toledo cash business. Be friendly. Write occasionally.

### Active Markets

of late give splendid opportunities for trading in futures of grain and seed. For good service send your orders to **Southworth & Co., Toledo, Ohio**

### JOHN WICKENHISER & CO.

### Buyers and Shippers of Grain

We buy F. O. B. your station for direct shipment to interior points.

Personal attention to consignments.

TOLEDO, OHIO

Frederick W. Rundell  
ESTABLISHED 1877  
**W. A. RUNDELL & CO.**  
**Grain and Seeds**  
CASH AND FUTURES  
Consignments Solicited Ask for our Daily Grain Bids  
Room No. 33 Produce Exchange, TOLEDO, O.

FRED O. PADDOCK, Pres. JESSE W. YOUNG, V.-Pres.  
ORMOND H. PADDOCK, Secy. & Treas.  
**The Paddock-Hodge Co.**  
**GRAIN**  
TOLEDO, OHIO  
Cash and Futures—Wire, Write or Phone and we will give you our best services.

**Toledo is the Place**  
**Zahm is the Firm**

USE both when trading in grain and seed futures. We are members of the Toledo and Chicago Boards, and will give you service that'll please. We've the best phone system of any house here. Use it—or wire—or write.

We issue a circular every business day in the year.

### J. F. Zahm & Co.

Fred Mayer, Fred Jaeger TOLEDO, OHIO

## LANCASTER

### DO YOU REALIZE

That country trade always pays you best in every way?

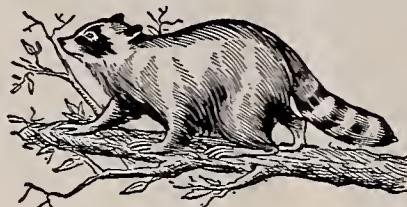
We work a large country business. See the point?

JONAS F. EBY & SON, LANCASTER, PA.

## TOLEDO

### The J. J. Coon Grain Co.

GRAIN, SEEDS AND FEED



61 Produce Exchange, TOLEDO, OHIO

Consignments Solicited

Cash and Futures

## BALTIMORE

LOUIS MÜLLER, Pres't. JOHN M. DENNIS, V.-Pres't.  
FERDINAND A. MEYER, Treas.  
THOMAS C. CRAFT, JR., Ass't Treas.

### LOUIS MÜLLER CO.

Grain Receivers and Exporters

BALTIMORE, MD.

Members of the Baltimore Chamber of Commerce, Chicago Board of Trade, St. Louis Merchants' Exchange, Grain Dealers' National Association, Indiana Grain Dealers' Association.

GEO. A. HAX Established 1882 J. B. WM. HAX  
**G. A. HAX & CO.**  
GRAIN AND HAY COMMISSION  
445 North Street, = = Baltimore, Md.  
MEMBERS National Grain Dealers' Association  
National Hay Association

## CAIRO

**H. L. Halliday Milling Co.**  
RECEIVERS AND SHIPPERS  
CORN - WHEAT - OATS  
CAIRO, ILLINOIS

**REDMAN, MAGEE & CO.**  
**GRAIN**  
DELTA ELEVATOR, Cairo, Ill.

## INDIANAPOLIS

### The Bassett Grain Co.

INDIANAPOLIS

Telephones 80

Board of Trade

## BUFFALO

W. W. ALDER

T. J. STOFER

### ALDER & STOFER

COMMISSION MERCHANTS

We do not buy any grain, but handle on commission, and solicit your Buffalo consignments

83 Chamber of Commerce, Buffalo, N. Y.

### Electric Elevator and Milling Co.

Chamber of Commerce, Buffalo, N. Y.

Elevator Capacity 2,000,000 bu.

Has facilities for cleaning, separating, clipping and sacking grain. Receives and stores all rail and lake grain.

We Solicit Consignments

### RUBINS & BRUSO

Grain and Commission Merchants

Members of all the Principal Exchanges  
CONSIGNMENTS SOLICITED

203-216 Chamber of Commerce, BUFFALO, N. Y.  
WALTER VOSS Manager

New York Office  
305 Produce Exchange

L. S. CHURCHILL, President  
G. W. BARTLETT, Treasurer

### The Churchill Grain & Seed Co.

Commission Orders Executed. Grain and Seed Bought and Sold  
Offices: Buffalo, N. Y.  
Toledo, Ohio  
Seed Warehouse: Located at Toledo, Ohio  
Members  
New York Produce Exchange  
Toledo Produce Exchange  
Buffalo Corn Exchange

W. E. TOWNSEND

A. T. WARD

### TOWNSEND-WARD CO.

#### GRAIN COMMISSION

Buffalo, - - - - - New York  
We solicit your consignments for Buffalo market

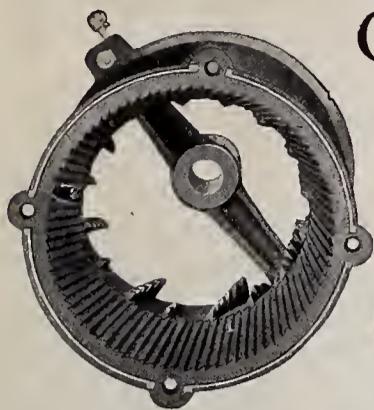


BURNS-YANTIS  
GRAIN CO.

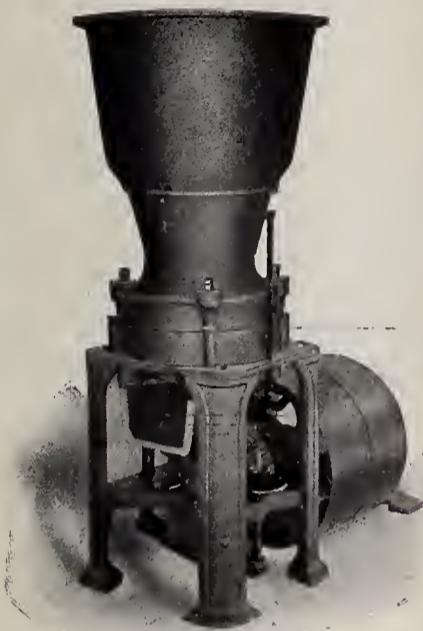
CHICAGO, ILL.

BUFFALO, N.Y.

## SULLIVAN CORN CRUSHERS



Shell and Cone,  
showing simplicity  
and strength of  
grinding parts



No. 12 Crusher Complete

**Sullivan Machinery Co.**

Railway Exchange, Chicago 42 Broadway, New York  
Claremont, N. H.

Strength and Durability are two qualities of Sullivan Corn and Cob Crushers which have won popularity with users during the past 25 years. "40,000 bushels before we need new grinding parts," is a not infrequent report.

Ask for circular and prices.

CUT OUT AND MAIL  
Send Circular No. 21-H,  
describing Sullivan Corn  
Crushers to (give name and address)

## Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

### AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.

**EDISON  
BSCO  
PRIMARY BATTERIES**

## Battery Service— Are You Getting It?

The right batteries should be able to spark a gas engine working ten hours a day for several months, without renewals or attention of any kind.

Are you getting such service? If not, it will pay you to install the new

### Edison BSCO Batteries

They afford a steady, constant current; one that does not grow weak with use or age; one that affords sufficient energy to produce, with clock-like regularity, the quick, hot spark necessary for gas engine ignition.

The economy of Edison cells is proved by use. They are economical because they are reliable and because when once bought there is no further expense except renewals which cost far less than you would have to pay for new batteries of an inferior kind.

We have some interesting literature for gas engine owners which is sent free on request.

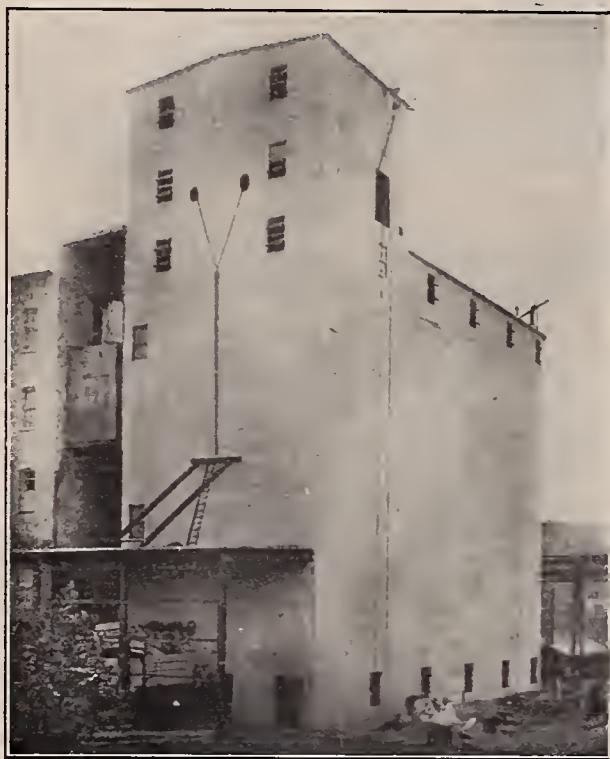
**Edison Manufacturing Company**

1 Lakeside Avenue

Orange, N. J.

# YOU COULDN'T

BURN THIS ONE DOWN IF YOU TRIED



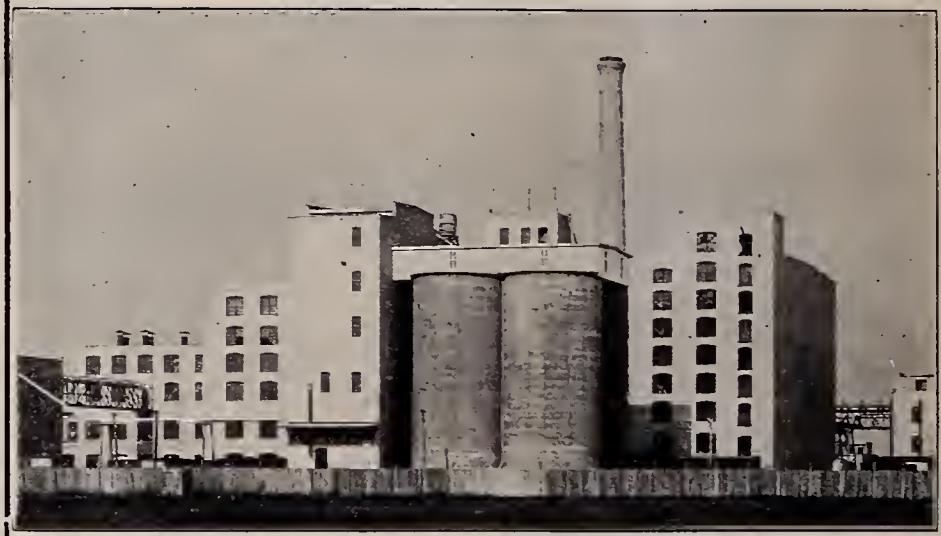
It is built entirely of Concrete and Steel, and we put it up in 60 days, If you are about to build you had better see us, or let us know when and where we can see you.

**MACDONALD ENGINEERING CO.**  
Specialists in Concrete  
549-53 Monadnock Bldg. CHICAGO

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Designers and Builders of

# FIREPROOF Grain Elevators



Cut shows four reinforced concrete grain tanks 30 ft. diameter, 60 ft. high, connected with brick operating house 30x60 feet, erected for the American Maize Products Co. at Roby, Ind.

Designs and estimates promptly furnished for all kinds of buildings for the handling and storage of grain in any locality.

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Builders of

*Terminal Elevators*

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**Drawings and Specifications**

THE TEMPLE, CHICAGO

**YOUNGLOVE** Builds **ELEVATORS** complete, or will furnish and install your repairs. We have the men and make this a specialty.

YOUNGLOVE CONSTRUCTION CO., 219 Grain Exchange, Sioux City, Iowa.



**C. E. BIRD & CO.**  
**GRAIN ELEVATOR BUILDERS**

318 Corn Exchange, MINNEAPOLIS, MINN.

In 15 years' experience we have no unsatisfied patrons.

THERE IS BUT ONE "CYCLONE" DUST COLLECTOR

THE KNICKERBOCKER

No Back Pressure "1905" Cyclone.

Saves Its Cost in Horse Power.

Built Any Size, Any Capacity.

Manufactured By

The Knickerbocker Company,

JACKSON, MICHIGAN.



# JAMES STEWART & CO.

## GRAIN ELEVATOR DEPARTMENT

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CHICAGO

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Grand Trunk Pacific Railway Co. Elevators in Process of Construction at Fort William, Ont.  
Capacity 3,500,000 Bushels.

**We Build Grain Elevators, Any Type of Construction, in Any Part of the World**

Also General Contractors with Offices in the Following Cities,  
Wire, Write or Call Personally.

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Recently completed for the Chicago, Burlington & Quincy Railway Co. at Harlem (Kansas City), Missouri.

This elevator is an entirely new type throughout, originated, designed and constructed by

## The Barnett & Record Company

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Grain Elevator Construction Power Transmission  
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DESIGNERS AND BUILDERS

Transfer, Terminal and Country Elevators,  
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C. M. SECKNER FRED FRIEDLINE



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Have your elevator designed and built by reliable elevator designers and builders.

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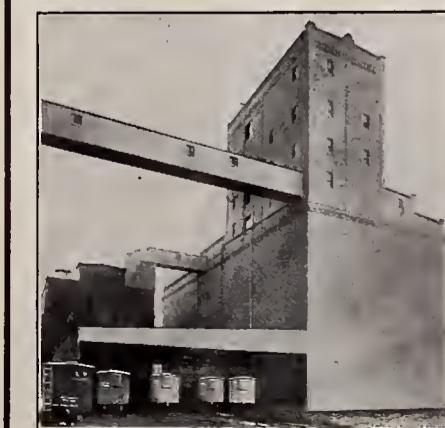
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Contractor and Builder of

**Grain Elevators**  
29th St. and Grand Ave.  
MINNEAPOLIS - MINN.

A few elevators recently completed

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Nebraska City & Ill. Ele. Co. Chicago	2,000,000
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H. Rogers Co. St. Louis	50,000
F. H. Peavey & Co. Minneapolis	1,020,000
S. S. Linton & Co.	650,000
" " "	450,000
Interstate Grain Co.	500,000
City Elevator Co.	400,000
Security Grain Co.	400,000
Royal Milling Co. Great Falls, Mont.	100,000
Jennison Bros. Janesville, Minn.	100,000
400 country elevators	from 10,000 to 50,000



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STORAGE TANKS  
or WAREHOUSES

IN

Wood or FIRE-PROOF Materials

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We design and erect the structural work and mechanical equipment of Grain Handling or Storage Plants from a country receiving station to a terminal transfer house.

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## Grain Elevators and Flour Mills

How about that new Elevator or the one that needs repairing? Don't neglect or hesitate to write us about it, for we will be glad to hear from you. We guarantee to do good work, and can execute our contracts promptly. Just give us a trial and see how nicely we can convince you of the fact.

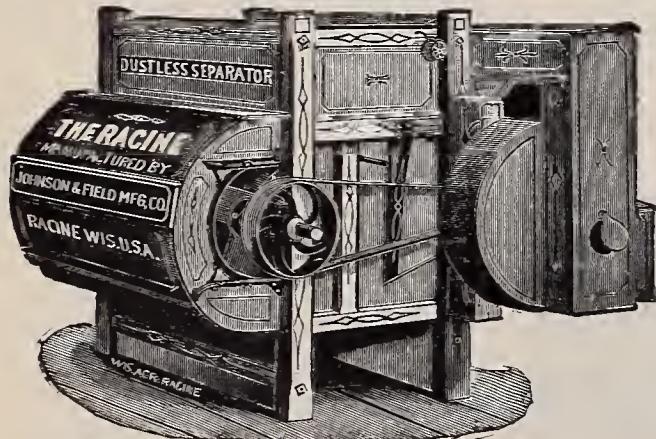
Plans, Specifications and Estimates furnished  
Repair work promptly done

PLYMOUTH, IOWA

## "The Racine" Dustless Grain Separator

Embody more Points of Excellence than any other machine offered for similar purposes, and is Light Running, Large in Capacity, Perfect in Separation and with Great Strength and Durability.

MADE IN DIFFERENT SIZES TO MEET DIFFERENT REQUIREMENTS.

The Racine Heavy  
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Is built extra heavy and bolted throughout. This machine has large capacity and is more durable than any other Warehouse Mill made.

ELEVATOR MACHINERY  
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Send for catalogue before placing order.

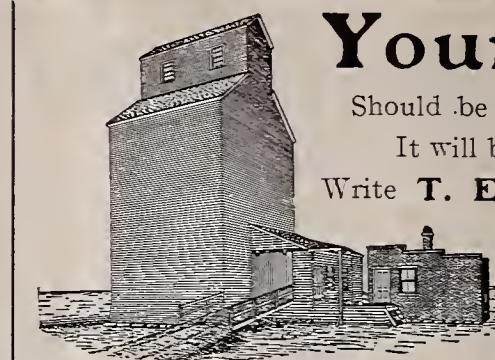
JOHNSON & FIELD MFG. CO., Racine, Wis.

STORAGE TANKS  
AND  
STEEL ELEVATORS  
WITH  
FULL EQUIPMENTS

Give us the opportunity to submit you plans and estimates. We can please you. Ask us for Catalogue "A" Twin City Corliss Engine and Catalogue "F" Elevator and Power Transmitting Machinery.

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Should be the best that money can buy.

It will be if IBBERSON builds it.

Write T. E. IBBERSON, 308-310-312  
Corn Exchange, Minneapolis,  
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He Knows How.

STEEL STORAGE & ELEVATOR  
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DESIGNERS AND BUILDERS OF

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GRAIN ELEVATORS

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Especially Designed for Economy of  
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DEALERS IN  
GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS,  
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## The Wiederholdt System

## Reinforced Tile Concrete

THE MOST IMPROVED AND APPROVED SYSTEM FOR  
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STORAGE TANKS, 52,000 BUSHELS CAPACITY EACH



## GOOD JUDGMENT

for fire insurance is to select the company patronized by your fellow grain dealers. The



Is insuring over 2,200 country elevators for over \$9,000,000. For conditions to unite with them, write

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Insurance on Flour Mills and Elevator Properties.

Cash Assets - - \$366,891.05

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DES MOINES, IOWA  
Organized 1875

Insures Mills, Elevators, Warehouses and contents

Net Cash Assets ..... \$261,480.33  
Losses Paid ..... \$1,473,780.50  
Saved to Policy Holders .. \$1,909,196.60

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**DUST! DUST!** GIBBS DU T PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1, postpaid. Circular free. Agents wanted. GIBBS RESPIRATOR CO., "B" 124 East Ave., Oak Park (Chicago), Ill.

Address Dept. 7 ROCKFORD ENGINE WORKS Rockford, Ill., U. S. A.  
The ELEVATOR ENGINES From 2 to 30 H. P. any style. Write for special price.  
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**J. A. Horn Construction Company**  
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DESIGNERS AND BUILDERS OF  
Grain Elevators, Alfalfa Meal Mills.  
Complete Equipments Furnished.

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**CHICAGO - - ILL,**  
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Insurance with a maximum of security at a minimum of cost, for ELEVATORS, WAREHOUSES and CONTENTS, on the Mutual Plan.

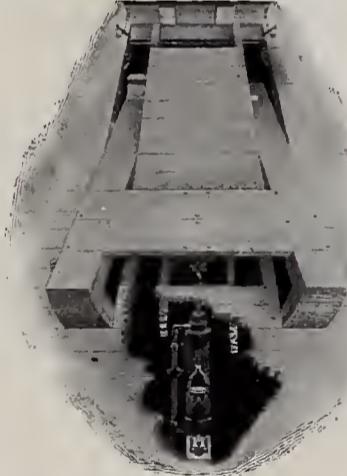
Five-Year Policies or short term policies on grain, if required.

Semi-Annual Assessments costing about one-half Stock Company Rates.

No conflagration hazard.

Gross Assets..... \$5,288,714.18  
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**Reliance Automatic Dump Controller**



This device is the only Automatic dump controller on the market that requires neither hand nor power to operate.

It causes the dump to settle down easily without the least jar or jerk and prevents accident to wagon or team.

This device is a small cylinder filled with cold tested oil in which travels a piston which is attached to the front end of the dump. The motion of the dump is controlled by the forcing of this oil through a regulating valve, which can be adjusted to suit operator.

Equip your dumps with them and avoid accident in the handling of the coming crops. Shipped on trial to responsible parties. Write us for particulars and price.

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## THE OLD RELIABLE

**MICHIGAN MILLERS**  
MUTUAL FIRE INSURANCE CO.

ORGANIZED 1881

INSURES ELEVATORS AND GRAIN

LANSING, MICH.

PERMANENT OR SHORT TERM POLICIES



**Jeffrey Elevators and Conveyors**

FOR HANDLING  
**GRAIN**

Built in any capacities and to suit any conditions. Send for Catalog D-80.

**The Jeffrey Mfg. Co., Columbus, O.**

New York Chicago St. Louis  
Pittsburg Boston Denver  
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WANT ADS in this paper bring results. Rates on application.

## LEWIS GAS ENGINES

ALWAYS FILL THE BILL

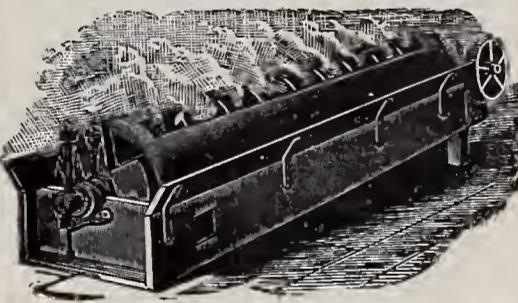
Starts without cranking. Patented features make it more durable, smoother running, easier working than ordinary engines. Automatically adjusts itself—a light impulse for light work—powerful impulse for heavy load—saving fuel, wear and tear. Sold for twenty years. Thousands in use. Tell us what you will use it for and we will recommend size and give price.

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CHAIN BELTING  
FOR  
EVERY MACHINE.  
WRITE FOR LOW PRICES.  
THE C. O. BARTLETT & SNOW CO.  
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SEE THAT YOUR CONTRACTS CALL FOR



SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 25 years drying CORN MEAL AND HOMINY.

BREWERS' GRITS AND MEAL,  
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Automatic in operation, requiring no attention. Double the capacity of any other Dryer sold for same price.

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space occupied and practical overcoming of vibrations. Costs less to buy—less to run. Send for Catalogue.

**THE TEMPLE PUMP COMPANY, Manufacturers.**

until you investigate "The Master Workman," a two-cylinder gasoline, kerosene or alcohol engine, superior to any one-cylinder engine; revolutionizing power. Its weight and bulk are half that of single-cylinder engines, with greater durability. Endorsed by the Board of Underwriters. Especially adapted for grain elevator work, owing to steady pull, quick and easy starting, small

This is our 55th year.

Meagher and 15th Streets, CHICAGO

**A CHOKED BOOT  
IS AN INTERRUPTION OF BUSINESS**

Nobody relishes arbitrary interruption.

A boot always chokes when you are in a hurry—often other times.

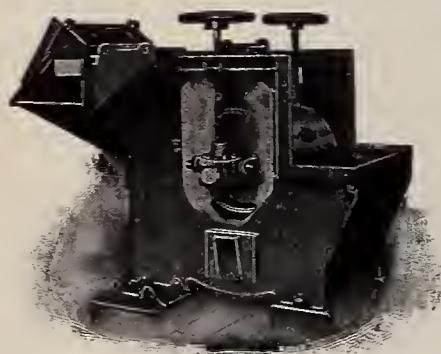
Your attempt to hurry, causes it. Then you are delayed, stopped, interrupted, by a malperformance.

Nobody wants that. Nobody can defend that.

It is an abomination.

The thing to do is to positively avoid it, by substituting a

**HALL NON-CHOKABLE BOOT**



which is absolutely the only way it can be avoided. After that all interruptions cease.

Your work goes smoothly along, every cup full; fed automatically, no attention required and your capacity doubled.

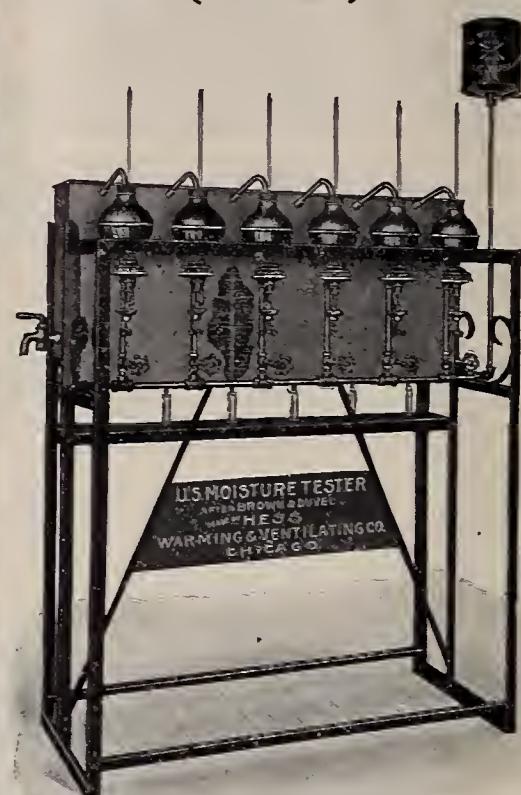
Sent free on trial and proved before acceptance.

Catalogue E illustrates it all.

**HALL DISTRIBUTOR CO.,** 506 Range Building, OMAHA, NEBRASKA

**NOW  
YOU NEED A**

**Hess (U. S.) Moisture Tester**



**Why Buy Water  
at Corn Prices?**

Anyone can use it. Makes correct tests in 20 minutes. Heated by gas, gasoline, alcohol or kerosene.

**PRICES, F. O. B. CHICAGO**

2 Compartment, Complete . . . . .	\$40.00
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Recommended and used by U. S. Dept. of Agriculture.	

Hess U. S. Moisture Testers are used by many leading grain dealers and exchanges.

Send for free booklet, with instructions for testing grain for moisture.

**Hess Warming & Ventilating Company**

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P. S.—Hess Grain Driers are used everywhere. Made in all sizes—for all kinds of grain and seed.

**HESS-DRIED IS BEST DRIED**

**GURNEY  
Standard Scales**

The great majority of the elevators throughout the Canadian Northwest are equipped with Gurney Scales.

Also found in terminal elevators in Halifax, St. John, Quebec, Montreal, Sarnia, Midland, Fort William, and a recent order was for the complete scale equipment (ten 2,000-bushel hopper scales) for the Grand Trunk Pacific Railway elevator at Fort William.

**Write us for Estimate on Your Scale Equipment for Delivery Either in Canada or United States**

Scales of every description, including the best type of Automatic scales.

**THE GURNEY SCALE CO.**

Established 1856

Hamilton, Ont., Canada.

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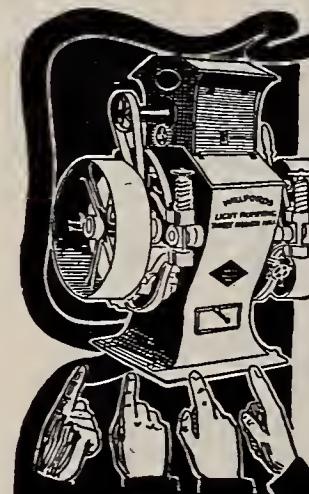
CALGARY

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**4 GOOD POINTERS**

**ON THE**

**Willford Three-Roller Feed Mill.**

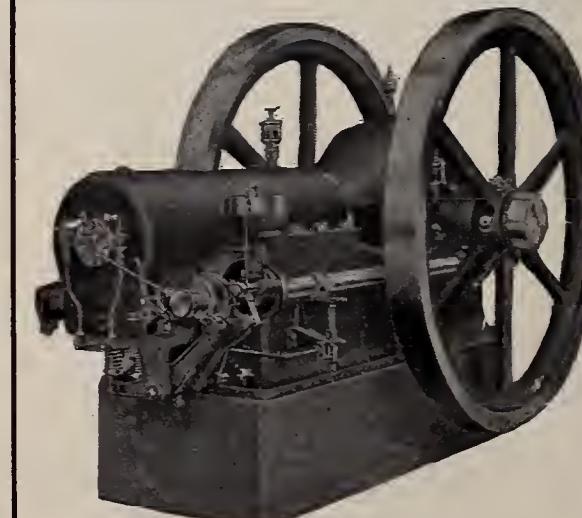


- (1) It is Easy to Handle.
- (2) It is Strong and Durable, but Simple.
- (3) It will Grind the Most Feed with the Least Power.
- (4) It can Always be Relied Upon.

Write for Circulars and Prices.

**WILLFORD MANUFACTURING CO.,** 303 3d St. South, MINNEAPOLIS, MINN.

**The Field  
Engine  
Important Features**



All Engines equipped with Automatic Starting device. Igniter points may be cleaned and speed of Engine changed without stopping and without handling any moving parts. All Valves and Igniter are mechanically operated. There are no water packing joints on the FIELD through which water can leak into the cylinder. All engines are constructed to carry a compression of 70 lbs. on gasoline, 100 lbs. on gas and 140 lbs. on alcohol, insuring the highest efficiency. We have eighteen distributing points in the United States. Catalog No. 60 gives other features of exceptional merit. Your postal will bring it.

**THE FIELD-BRUNDAGE CO.,**

**Jackson, Michigan**

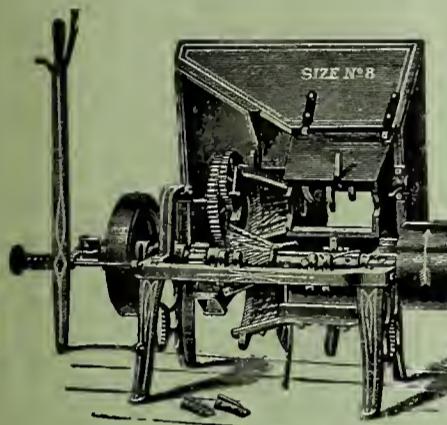
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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

## Bowsher's All-Around Feed Mill



(Sold with or without sacking elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

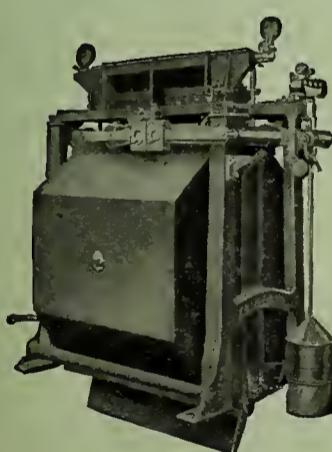
YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.  
Circular sent for the asking.

THE N. P. BOWSHER CO., South Bend., Ind.

## FAIRBANKS AUTOMATIC SCALES

### HIGHEST DEVELOPMENT OF AUTOMATIC WEIGHING



#### SIMPLE

Operated wholly by gravity; no springs, few parts.

#### RAPID

Double compartment hopper, each side dumping as opposite fills.

#### ACCURATE

Has sealed standard weights and graduated beam and can be balanced and tested at any time without dumping.

And above all, Fairbanks quality.

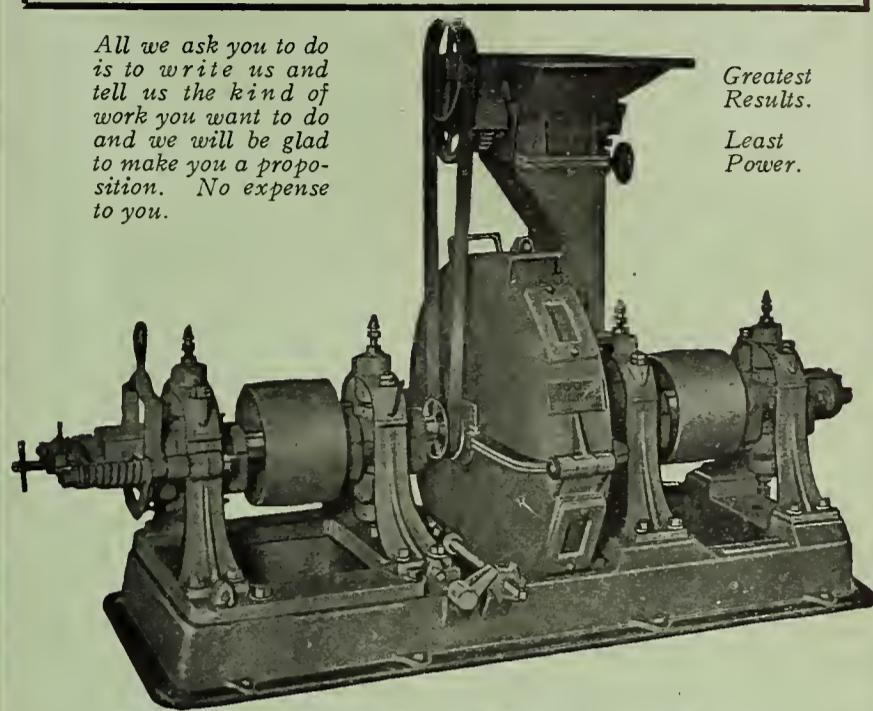
Write for Circular No. 544 A. W.

**FAIRBANKS, MORSE & CO.**  
Wabash Ave. and Eldredge Place, - CHICAGO

## SCIENTIFIC Attrition Mills

All we ask you to do is to write us and tell us the kind of work you want to do and we will be glad to make you a proposition. No expense to you.

Greatest  
Results.  
Least  
Power.

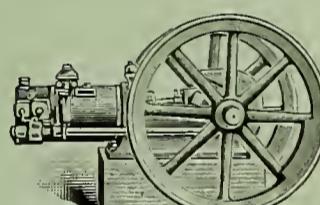


Built for FAST, FINE GRINDING. Grinds Corn, Chop Feed, Bran, Offal, Screenings, Small Grain, and a great variety of other products.

Our new Catalogue is ready and we will be pleased to send you a copy.

**THE FOOS MFG. CO.**  
(Builders of Attrition Mills since 1878)  
SPRINGFIELD, OHIO

## For Elevator Service



### “OTTO” Gasoline Engines

There are many reasons why “Otto” Engines are the most desirable for service in grain elevators.

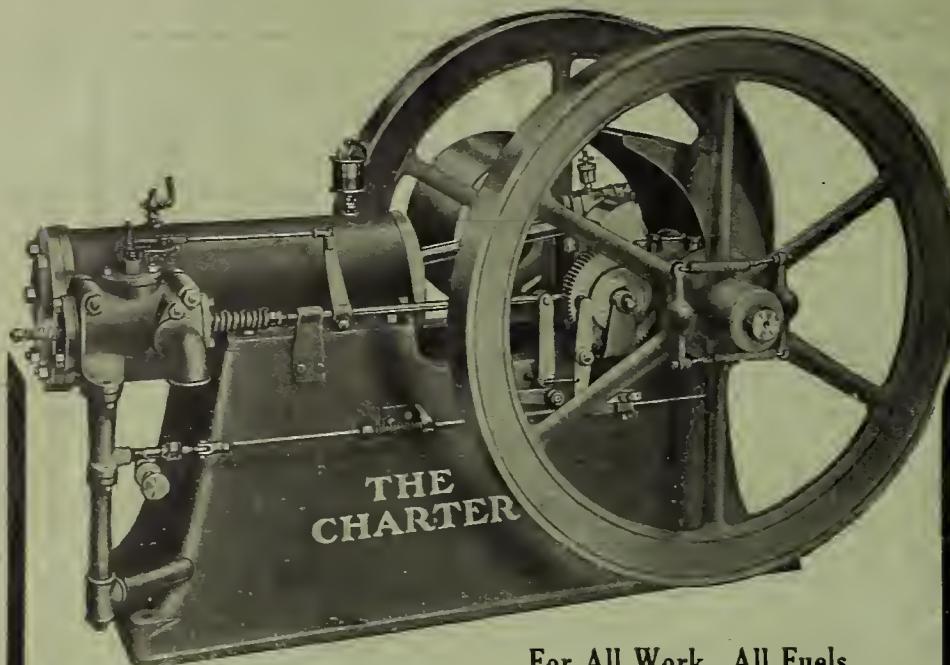
“Otto” water jackets are cast separate from the cylinder.

“Otto” electric ignition is safe and sure. “Otto” and “Economy” are synonyms. “Otto” design, workmanship and materials are unequalled.

“Otto” engines deliver their actual rated horsepower and we are often able to recommend a smaller engine than the customer would select. The construction is such that water is used economically and the gasoline consumption is small.

We have a large, illustrated catalogue fully describing our line and will send you a copy free if you will write for it.

**The Otto Gas Engine Works**  
Philadelphia, Pa.

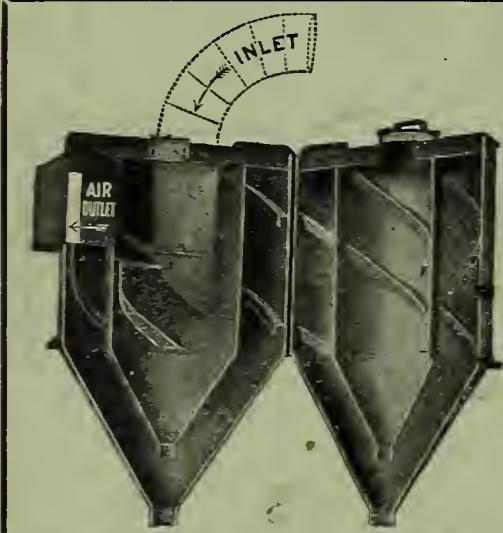


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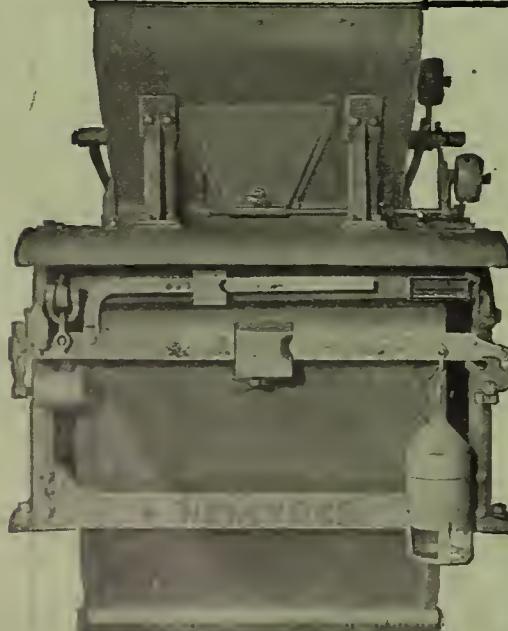
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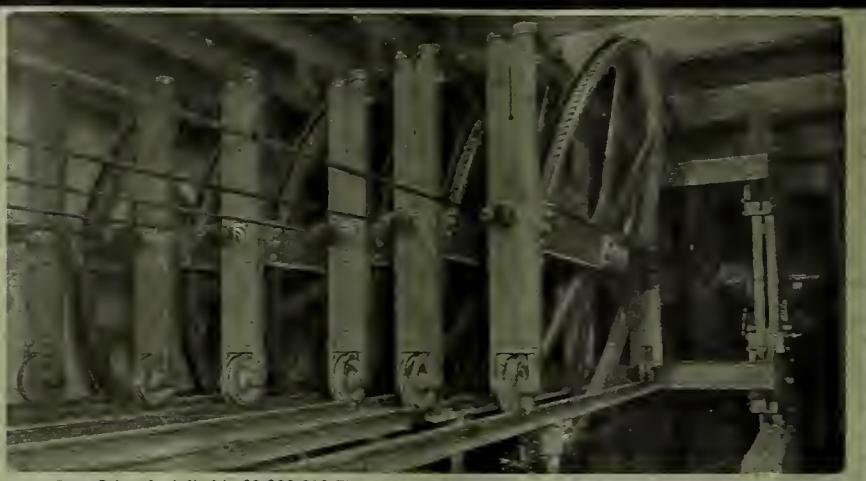
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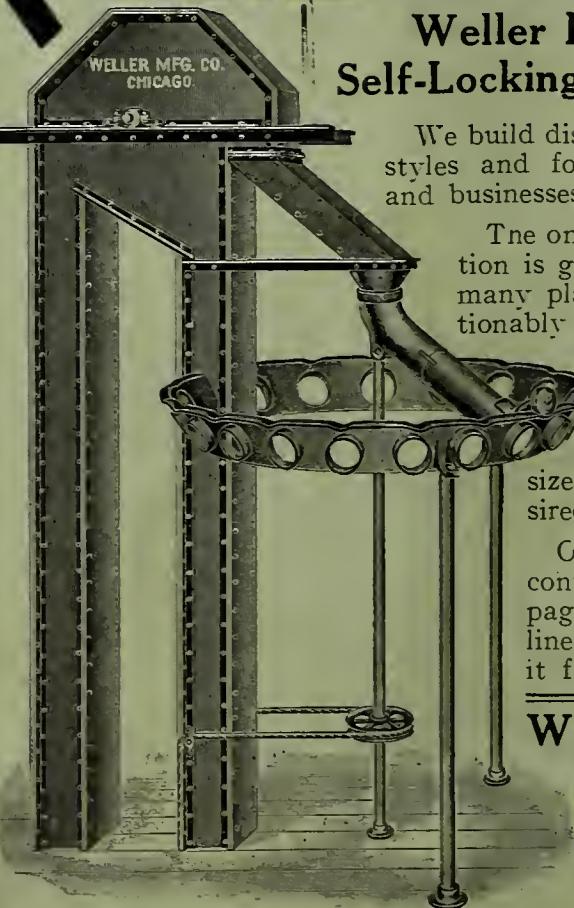
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